of shorts of sho

to Table Plant

The Print of the P

The first of

· installed to be

A Contract of

ं अस्

17967

14- <u>h-</u>

S 100

- - mang

 $\sim 20~Hz^{-1}$

11 724

31...5

A section of

it trade



FINANCIAL TIMES

Wednesday May 20 1992

EUROPE'S BUSINESS NEWSPAPER

Fall in US housing starts renews hopes of rate cut

The cabinet's closed doors crack open

The biggest monthly drop in US housing starts for more than eight years prompted renewed speculation that the Federal Reserve might soon signal another small cut in interest rates and helped push the Dow Jones industrial average

to a record high.
On Wall Street the benchmark long bond rose half a point on the news, signalling traders' hopes of an interest rate cut. The Dow Jones industrial average closed up 21.96 to end at a record high 3,397.99. Page 16; Treasuries advance, Page 22; Currencies, Page 36; US stocks, Page 37

Aid threat: Spain will withhold co-operation on enlarging the European Community unless it wins speedy agreement on bringing into opera-tion a new EC mechanism for channelling resources to poorer countries. Page 16

Japan dumped minivans: The US Commerce Department ruled that Japanese carmakers sold minivans in the US at less than fair value. If the US International Trade Commission decides that domestic carmakers have been damaged, punitive duties may be imposed on the vans.

Annexation claim: Armenia is annexing large parts of Azeribaijan, a deputy chairman of the Azerbaijan Popular Front claimed. He said there was fighting around four key towns. Page 2

Piedge on economy: The UK government and the Bank of England served notice that the battle against inflation would remain the centrepiece of their economic strategy despite signs that the recession is coming to an end. Page 16;

Rising output, Page 8 Pay peace: The last significant threat of further labour unrest in west Germany this year evapo-rated with agreement on a pay rise for construction workers. Page 2; Editorial Comment, Page 14



Kazakhstan president Nursultan Nazarbayev (left at the Tomb of the Unknown Soldier in Washington yesterday) said during his visit to the US that he would commit his country to the Start

treaty aimed at the reducing long-range nuclear weapons. Ex-Soviet republics to settle Start row, Page 2: Chevron signs Kazakh deal, Page 7 Poll threat: Kim Young Sam won the presidential nomination of South Korea's ruling Democratic

Liberal party but his victory was soured by the possibility that his only challenger may launch an independent bid for the post. Page 4 Morton International, US salt, chemicals

of millions of dollars" in a European factory making emergency airbags for cars. Page 6 New party: An extra dimension was added to Hong Kong politics with the formation of a

pro-Beijing party, the Democratic Alliance for Betterment of Hong Kong. Page 4 "Bias" probe: Federal banking regulators are investigating the lending records of 266 US banks suspected of having discriminated against custom-

ers from minority groups. Page 7 British Airways has staged a strong recovery from the worst-ever slump in civil aviation with pre-tax profits more than doubling in the year

to March 31. Page 17 Action ruled out: The UK government signalled that it would take no action against US pilots involved in the deaths of nine UK soldiers killed

by "friendly fire" in the Gulf war. Page 9 Olympia & York told holders of securities in its 55 Water Street property, the world's largest office building, that they faced huge losses on their investment but could not rely on O&Y to

bail them out. Page 17 Rising demand: New car sales in west Europe rose in April by 0.4 per cent helped by a strong rise in demand in Italy and Spain and the first sign of a recovery in the UK. Page 3

Drug 'safe': Halcion, the controversial sleeping pill made by Upjohn, has been found by an advisory panel to the US Food and Drug Administration to be safe and effective at low doses. Page 7

Glasnost: UK prime minister John Major has broken with tradition by revealing details of the the ministerial committees which underpin government decision-making. The system has until now

been shrouded in secrecy. Details, Page 11 **Pinault**, French company which won a controversial bid for the Au Printemps department store chain, is selling its timber business. Page 18

| chain, is seming its timber busin | ess. Fage 10 |
|---|--|
| STOCK MARKET INDICES | |
| FT-SE Eurotrack 100 _1,180.88 | London: \$ 1,838 (1.835) DM 2,925 (2.927) FFT 9,8375 (9,832) |
| Dow Jones Ind Ave3,397.99 (+21.96) S&P Composite416.37 (+3.56) ILLS CLOSING RATES | SFr 2,5575 (2,6) |
| Federal Funds: 3 % (31%) 3-mo Treas Bills: Yid 3.681% (3.682%) Long Bond 1823 (102) Yield 7.758% (7.82%) II LONDON MONEY | New York DM 1,5965 (1.5956) FFr 5,347 (5,35) SFr 1,48 (1.465) |
| 3-mo interbank | DM 1,5905 (1,595) FFr 5,35 (5,537) |
| | SF: 1.461 (1.465 Y 129.1 (128.75 Sindex 63 (Same |
| New York Cornex\$338.2 (339.3) | Takso chen Y.129 |

FINANCIAL TIMES © FT No 31,763 Week No 21 P

By Victor Mallet and Peter

A MILITARY crackdown on pro-democracy activists in Bang-kok failed to clear protesters off the streets yesterday as demonstrations continued for a third day and unrest spread to other

parts of the country. from hospital doctors suggested that at least 50 people had been killed since Sunday night.

increased its pressure on the Bangkok government to resolve the current unrest peacefully.

with Thai forces. About 9,500 US

Second, Mrs Margaret Tutwiler,

conditions will be impossible."

She said that the US ambassador in Bangkok had told Gen Suchinda Kraprayoon, the prime minister, "to refrain from the use of deadly force and to take mea-sures to heal Thailand's domestic wounds." She added that a similar message had been conveyed to Thai opposition leaders.

Earlier the state department had advised US citizens not to visit Bangkok. Last year the US suspended most aid to Thailand following the military coup mas-

The US yesterday significantly woman, said it was clear "that a moreased its pressure on the normal relationship with the military and economic aid was angkok government to resolve That government under current now on "indefinite hold," with the single exception of a \$4m a year anti-narcotics programme.

Last night a crowd of several thousand demonstrators barricaded a highway outside Ramkhamhaeng university in eastern Bangkok. Although they were defying a ban under the state of emergency on gatherings of 10 or more people, security forces made no immediate attempt to

Thousands of protesters were also reported to have rallied in Songkhla, a university town and provincial capital in the south of

Thailand, Smaller demonstrations have taken place in other towns around the country, including the resort island of Phuket.

The privy council met yester-day in emergency session and a group of influential academics submitted an appeal to King Bhumipol Adulyadej to break the deadlock. Thais are beginning to hope the king will intervene to resolve the matter as he did at

Continued on Page 16 Foreign investors uneasy, Page 4 Young tiger's ugly roar, Page 14 Military might crushes Thai equities, Back Page, Section II

Show trial of Croats by Serb military

By Laura Silber in Belgrade

FRANZ KAFKA would have felt at home yesterday in the first floor courtroom in Belgrade's main military courthouse. Seven pallid prisoners, all looking bewildered and one obviously mentally disturbed, sat facing five military judges, whose uni-forms were decorated with from two to five stars.

Above them the eternal flame. the communist emblem of the defunct Yugoslav federation, was still firmly fixed to the wood-panelled walls. A row of seven clean-cut military policemen in camouflage uniforms separated the defendants from the specta-tors and some scowling Belgrade journalists. The main witness, who was present at the hearing. cursed and jeered at the seven: "Ustashe animals", using the Serbian epithet for Croats.

The men. Croat nationals. who are accused by the Yugoslav army of war crimes and taking part in an "armed uprising against Yugoslavia," are the principal players in what may herald the start of a series of show trials. The seven are Croats from a village near Vukovar, the devastated city in eastern Croatia. They are accused of crimes last autumn at the height of the army siege of the town. The crimes range from murder to "endangering the security of the Socialist Federated Republic of Yugoslavia".

The defendants, who face the death penalty, are being tried by a military court although they are all civilians.

A guilty verdict looked prede termined as most of the defendants were not allowed to choose their own defence lawyers Instead they were awarded "defence" counsels from the ranks of embittered Serb refu-

gees from Croatia. Mrs Nadezhda Danilovic, a detence Jawyer from Belgrade yesterday raised objections to the military tribunal, saving that the court was not authorised to try Croat, now foreign,

Defence lawyers fear that Serbia's state-controlled media will use this and other trials to pump up hatred of Croats in order to channel popular resentment at the collapsing economy.

> Continued on Page 16 Bosnia-Croatia talks, Page 3

Thai protesters defy army crackdown

Ungphakorn in Bangkok

The beleaguered government of Gen Suchinda Kraprayoon, the prime minister, has withheld details of casualties in the bloodiest clashes seen in the Thai capi-tal since 1976, but information

First the Pentagon announced it was suspending US participa-tion in a joint military exercise

troops were involved in the operation known as Cobra Gold. Mr Pete Williams, the defence department spokesman said: "We think it makes common sense at a time of problems in Bangkok not to have pictures of US forces storming the beaches in Thai-

the state department spokes-

terminded by Gen Suchinda, and German industry urges Bonn not to pull out of aerospace venture

European fighter programme

Warning on

By Quentin Peel in Bonn and

THE GERMAN defence and aerospace industries launched a furious last-ditch defence yesterday to save their participation in the European Fighter Aircraft (EFA), which is being built with Britain, Italy and Spain. Mr Edzard Reuter, chief execu-

tive of Daimler-Benz, Germany's largest industrial group and chief contractor for the EFA through its Deutsche Aerospace subsidiary, warned that a decision to pull out would damage the entire

"The issues concern technologies which were developed at great expense and with great effort and have become key factors in an entire economy," he

The national federation for defence and aerospace industries sent an urgent plea to the key decision-makers not to withdraw from the project, less than two weeks before Mr Volker Rühe, the German defence minister, is due to make his final recommendation to the three parties in the

government coalition.

At the same time the Bavariabased Christian Social Union, the smallest partner in the ruling coalition, has demanded top-level talks with Mr Helmut Kohl, the chancellor, to head off the expec-

ted negative decision. The party leadership has made it clear that the decision over EFA, which will be built primarlly in Bavaria, is a fundamental one for the coalition, and must be agreed by all three parties.

In a barely disguised attack on Mr Rühe and his colleague Mr Jürgen Möllemann, the econom-ics minister, Mr Reuter denounced "short-sightedness. aggravated by rose-coloured, populist spectacles". Mr Möllemann is a public opponent of the air-craft, and Mr Rühe is widely reported to have made up his mind to pull out.

If Germany quit the RFA project and also cut its support for the two European manned space projects – the Hermes space shuttle and Columbus space platform - it would "risk shaking the foundations of an entire industry ... because of rela-tively small gaps in the federal budget," Mr Reuter said,

The appeal to all the members of Germany's parliamentary budget and defence committees, to Mr Rühe and Mr Möllemann, was sent by Mr Karl Dersch, president of the Federation of the German Aerospace and Defence Industry (BDLI).

Mr Dersch said it was agreed in all the leading political parties that Germany needed a new fighter aircraft to ensure its air

He quoted a price for the aircraft including equipment, and value added tax, of DM98m (\$59.3m), based on a "fly-away" price of DM68m. If all the tax revenues due to the government from the manufacturing process



Daimler-Benz chief Edzard Reuter: EFA technologies are a key factor in the economy

in Germany were deducted, he said, the real "net" price to the state budget was only DM29m. Every foreign competitor would The BDLI has calculated that 20,000 jobs in Germany would be at stake if the government pulled

Editorial comment, Page 14

Daimler results, Page 18

out of the EFA project.

Italy must act to meet Emu targets, say EC ministers

ITALIAN economic policy was in danger of sliding out of control, European Community finance ministers said yesterday. They called on Italy's caretaker

government to take drastic and immediate action "to put the Italian budget back on the track" towards economic and monetary In a strongly worded communi-

qué, the ministers said that there would be "significant adverse repercussions throughout the Community" if Italy failed to meet the economic convergence criteria laid down in the Maastricht treaty by 1996. They added: "Strong measures

cannot be further postponed, as the size of the emerging slippage is such as to undermine the credibility of Italian economic pol-

presented plans to improve its budget deficit and reduce inflation last November, but EC ministers are worried

that not enough has been done since then to meet stated targets. They estimate that a L30,000bn (\$24bn) package of spending cuts and reforms is needed if Italy is to meet its 1992 target of reduc-ing the deficit to L127,800bn.

Mr Guido Carli, the Italian finance minister who lost his seat in the recent election, said priority should be given to reforming the healthcare and pensions system once a new government was

Finance ministers also expressed their concern that German plans to meet the Emu targets might be over-optimistic. Mr Theo Waigel, the country's finance minister, said inflation which stood at 4.7 per cent in

April - could come down to 3.75 per cent by the end of this year. He added that the general government deficit would rise from 2.8 per cent of gross domestic product last year to 3.1 per cent this year, before returning to 2.6 per cent in 1993 - well inside the Emu target of 3 per cent by 1996.

dicted those approved by the ministers, which indicated a deficit of 4.1 per cent in 1992, dropping to 3.3 per cent next year and 1.9 per cent by 1995. Mr Waigel tried to reassure fel-

low ministers that central government would be able to hold in check the spending of the German Länder and municipal coun-

But Mr Carlos Solchaga, the Spanish finance minister, after-wards voiced other ministers' scepticism about the German plans and the effectiveness of economic co-operation between Bonn and the Länder.

His own country has imposed much stricter budget deficit targets than Germany. For once, ministers did not take the opportunity to attack

policy, although they did underline that Germany should aim for a good policy mix.

German interest rate and wage

Spanish threat, Page 16

CONTENTS

Equity options Intl. Cap Mkts World Trade News6 Recent Issues .

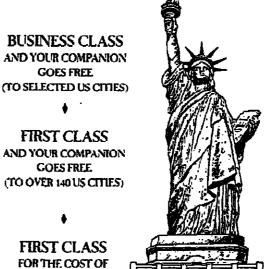
Separate Section Courler & Express

LONDON · PARIS · FRANKFURT · NEW YORK · TOKYO

CLASS DISTINCTION **FROM** CONTINENTAL

NEW YORK AND OVER 140 U.S. CITIES

-to-



BUSINESS CLASS

(TO OVER 140 US CITIES)

The next time you fly to the US on business, why not reward yourself and perhaps your partner with one of our very special offers.

Continental Airlines serves over 140 US cities. There are daily 747 flights to New York and Houston, and three nonstop flights a week to Denvet from London Gatwick. All with a lot more class.

For full details see your travel agent or call Continental direct on (0293) 776464.

Continental : Airlines

One Airline Can Make A Difference."

Construction pay agreed in Germany

Germany yesterday promised

to find some new way to charge foreign lorries using its

road network for transit, after

the European Court of Justice

ruled that its present tax plan

was contrary to the Treaty of

Rome, writes Quentin Peel in

Mr Günther Krause, trans-

port minister, expressed disap-pointment at the result, and

promised to put forward a new

German interests and conform

He said the government's aim remained the same: to ensure that all road hadlage

should pay directly for using

German roads. This should

reduce congestion on the auto-

bahn system, strengthen the

competitiveness of the rail-ways, and make the whole transport system more envi-

The tax would have required

all heavy goods vehicles using

the German roads, with a per-

mitted loaded weight in excess

of 18 tonnes, to pay an annual

licence fee ranging from

DM2,000 (\$1,210) to DM9,000

(\$5,450). The European Court

decided the tax contravened

the article of the Rome Treats forbidding discrimination

against road hauliers from

result of yesterday's pay deal.

the east, where the upswing was still "unsteady", was

expected to show a 17 per cent

increase for the full year, Mr

Becker said. Longer term, new

estimates showed that DM2,400bn (\$1,454bn) would

have to be spent on construc-

tion in the east over the next

15 years to bring housing

working and environmental

facilities up to western stan-

Editorial comment. Page 14

Total construction output in

other member states,

ronmentally friendly.

plan which would be "fair to

By Christopher Parkes in Bonn

THE LAST significant threat of further labour unrest in west Germany this year evaporated yesterday with agreement on a 5.8 per cent pay rise for 1m construction workers.

The settlement, which followed on the heels of a similar deal struck at midnight on Sunday for almost 4m engineering workers and the recent 5.4 per cent rise for around 3m. public servants, effectively concluded this year's pay

While strike action in other industries cannot be ruled out - traditionally militant print-ers invaded arbitration talks yesterday to press their case for 11 per cent - negotiations in the key sectors are now

The results so far suggest a national average award mar-ginally below the 6 per cent adopted as the most likely outcome by government and independent forecasters in their

1992 economic predictions.
Yesterday's construction
deal coincided with the release of an upbeat report by HDB, the main industry association. The weakness in the overall economy had slowed building development but could not stop it, Mr Hermann Becker, association president, said last

He expected real growth in the west this year of 2-3 per cent, despite the effects of a severe spending squeeze on the the east in the first four months of the year were a real 55 per cent higher than in 1991,

The nominal increase of 70 per cent had been eroded by the rapid rise in labour costs, he said. Wages in east Germany would increase to 77 per cent of western levels as a

NEWS IN BRIEF

Ex-Soviet republics to settle Start row

THE former Soviet Union's four "nuclear" republics - Russia, Kazakhstan, Ukraine, Belarus – are expected to agree this weekend to jointly honour the long-delayed Start treaty reducing long-range nuclear arsenals, writes Leyla Boulton in Moscow. A Russian Foreign Ministry official said they would sign a protocol to be attached to the treaty.

Russia had originally argued that it should ratify the treaty with the US on behalf of other republics in the process.

Ukraine budget set

Ukraine's parliament yesterday partially endorsed the state udget for 1992, after rejecting three earlier versions, writes Chrystia Freeland in Kiev. The budget, which sets total expenditure at Rbs1,179bn with a deficit of 2 per cent of gross domestic product, was attacked by reformers for failing to initi-

ate structural economic changes and by hardliners for capping social subsides. Deputies endorsed the budget in principle and ordered the government to present a final draft by June 15.

Swedish tax cuts

The Swedish government is to lower corporate tax on dividends, interest payments and capital gains from 30 per cent to 25. writes Robert Taylor. Companies will also be able to set off for tax purposes current losses against profits made in

French output falls

French industrial production fell by 0.4 per cent in March from February, according to seasonally adjusted data from the national statistics office,

Armenia 'annexing' part of Azerbaijan

By John Lloyd in Baku

FIGHTING between Armenian and Azerbaijani forces is now going on in jant territory, according to a senior

Azerbaijani politician. Mr Niazi Ibragimov, a deputy chairman of the Azerbaijan Popular Front, said last night that Armenia was "annexing" major parts of Azeribaijan territory and that "the world community must know what is happening - it has encouraged it to happen.

The escalation of the fighting over the past few days has raised the conflict between the two Caucasian republics to a level of virtual war, with the smaller Armenian republic attacking strongly on two fronts.

Mr Ibragimov said that a land corridor between Armenia and the Armeniadominated enclave of Nagorno-Kara-

bakh in Azerbaijan was now under Armenian control and that Sadarak on the north-east of the Azerbaijani autonomous republic of Nakhichevan which is between Armenia and Turkey

was last night being hit by rockets. "All of the fighting is now on Azerbaijani territory - at Agdam (to the east of Karabakh), Fizuli (to its south), Lachin (to its west, and to the end of the Armenian corridor) and Sadarak. The Azerbaijani population of Karabakh has been partly destroyed, partly made refugees. And the world's press and governments go on babbling about the plight of the Armenians in Kara-

The Popular Front has now taken political control in the Azerbaijani capital of Baku, with the election on Monday of Mr Isa Gambarov, a deputy chairman of the Front, as Speaker of parliament and acting president, Mr Ibragimov said presidential elections would take place on June 7 "unless the situation in Baku is destabilised." He also promised parliamentary elections within the year, under the same condi-

The republic, with 7m population, is potentially rich in oil in offshore deposits now being prospected by a group of western oil companies including Amoco and BP.

An Amoco representative in Baku said last night that the leaders of the republic's oil and gas corporation remained in place, and he expected them to continue to do so.

Mr Ayaz Mutalibov, the former communist president who briefly took power last Thursday was, according to unconfirmed reports, in a Moscow military hospital last night after fleeing Baku from a military airfield. Mr Ibragimov said he did not expect any

attempt at a further coup from Mr Mutalibov's supporters.

The Popular Front, a secular force created by intellectuals four years ago, and favouring closer relations with Turkey, now controls half the 50 seats in the Meijlis, or National Council of

the republic. He said Russian intelligence services had collaborated in the attempted reha-bilitation of Mr Mutalibov last week because Russia believed he would have sought closer relations with the Commonwealth of Independent States. Azerbaijan, with four other CIS mem bers, refused to sign a pact on collec-tive security in Tashkent last Friday Armenia, with Russia, was among the six which did sign.

Mr Ibragimov said that the Azerbaljani forces had grown from a mere 150-strong national guard in March but lacked organisation and weapons.



it falling down. Experts said it was a stop-gap measure while they decided on a permanent solution for the crambling building. The 800-year-old tower has been closed to the public in recent years

Japan shows 'clear interest' in Community's energy tax plans

By David Gardner in Brussels

JAPAN has expressed "clear interest" in the EC's proposed tax on energy to combat global warming, while the US contin-ues to rule out fiscal means to reduce carbon dioxide emissions, according to Mr Carlo Ripa di Meana, EC environ-

ment commissioner.
Mr Ripa di Meana said that at last weekend's informal meeting in Bonn of environment ministers of the Group of Seven most industrialised nations, "there was clear interest from the Japanese side. It is not yet an agreement, but not a refusal. They are studying [the tax] carefully without dis-

carding it."
The Commission proposal, for a \$10 per barrel of oil equivalent tax by 2000, levied half on energy value and half on car-bon content, depends on the EC's main industrial partners following suit. Environment economic report published Series ministers of the 12 are expected to endorse the thrust of and Social Research Institute 128.00

this conditional plan on May

At the Bonn meeting the US expressed "a drastic refusal", Mr Ripa di Meana said.

However, he stressed the "very powerful boost" to the plan in the "unprecedented and unexpected support from the World Bank", contained in its latest development

The commissioner believes concerted political pressure could lead Washington to move further, now that in the run-up to the Rio de Janeiro earth

summit next month, the US has "accepted the logic of stabilising" CO₂ emissions for the first time.

The EC's proposed carbon tax would have to be \$36 rather than \$10 per barrel of oil equivalent if carbon division amis. alent if carbon dioxide emissions were to be stabilised in line with international recommendations, according to an

(ESRI), Tim Coone adds from Dublin.

ESRI estimates that the costs of such a tax would be unevenly spread, reducing real gross domestic product in the US and Europe by only 1 per cent, but by over 7 per cent in many energy-exporting less-de-veloped countries.

If the industrialised countries were to act unilaterally to curb emissions, "the costs to their economies would be virtually unchanged from what it would have been under a global agreement. But global CO₂ emissions would continue to grow at around 1.5 per cent per year".

It recommends that emission quotas be made internationally tradeable to provide an economic incentive for less-developed countries to participate in global agreement. The Economic Effects of Car-

bon Taxes. Policy Research Series Paper no.14. The ESRI, 4 Burlington Road, Dublin 4.

No accord in Moscow with IMF

A TEAM from the International Monetary Fund is to leave Moscow without agreeing the first draft of a Russian economic reform programme which would unlock the \$24bn promised by the west because key details remain

Euro

edoplan ka

REAL CO.

44

The Russian government had hoped to agree a letter of intent with the Fund by today so that the final standby programme could be ready in time for President Boris Yeltsin's meeting with Group of Seven leaders in Munich on July 6-7.

The visiting IMF officials are inderstood to have told the Russian government that despite progress - including moves to liberalise internal oil prices – more work needs to be done. Gaps include a system to control monetary policy with the other former Soviet republics which still use the rouble as their currency. Despite an ultimatum by Rus sia for republics to decide whether to keep the rouble, Latvia and Belarus have for instance confused matters by deciding to issue surrogate currencies while remaining in the

 Russia's most senior crime prevention officer yesterday urged the government to plan for the consequences of the large-scale unemployment it expects to result from the reforms.

The Pianacial Times (Europe) Ltd
Published by The Financial Times
(Europe) CmbH, Frankfurt Branch,
Nibelungenplatz 3, 6000
Frankfurt-am-Main 1: Telephone 49 69
156830; Fax 49 69 5964481; Telex
416193. Represented by E. Hugo,
Managing Director, Printer: DVM
GmbH-Hürriyet International, 6078
Neu-Iseaburg 4, Responsible editor.
Richard Lambert, Financial Times,
Number One Southwark Bridge,
London SEI 9HL. The Financial Times
Ltd, 1992.

Registered office: Number One, Southwark Bridge, London SEI 9HL. Company incorporated under the laws of England and Wales. Chairman: D.E.P. Palmer. Main shareholders: The Financial Innes Limited, The Financial News Limited. Publishing director: J. Rolley, 168 Rue de Rivoli, 75044 Paris Cedex 01. Tel: (01) 4297 0621; Fax: (01) 4297 0629. Editor: Richard Lambert. Printer: SA Nord Eclair, 15/21 Rue de Caire, 59100 Roubaix Cedex 1. ISSN: ISSN: 1148-2753. Commission Paritaire No 67808D.

Financial Times (Scandinavia) Vimmelskafter 42A, DK-1161 Copenhagen-K, Denmark, Telephone (33) 13 44 41, Fax (33) 935335.

Take your message on environmental technology direct to Brazil's business leaders

 ${f F}$ rom 6th to 11th June, São Paulo will be host to the International Environment Technology Fair (EcoBrasil), perhaps the most important event of its kind ever held anywhere in the world.

Gazeta Mercantil, one of the world's six leading business newspapers, will publish in its 6th -8th June issue an International Environment Technology Survey, focusing on the search for solutions to environmental problems in Brazil and around the world, technological innovations in the field, and the opportunities for technology transfer.

Advertise in Gazeta Mercantil's International Environment Technology Survey. You will be speaking directly to Brazil's leading businessmen, politicians and executives - those directly concerned with solutions, and for whom Gazeta Mercantil is required daily reading.

> Publication date: 6th June 1992 Deadline for insertion orders: 2nd June Advertising copy: 4th June

For further information, please contact Joelson Aquino by telephone at 55 11 258-3137 or by fax at 55 11 258-6334.

From Monday 8th to Thursday 10th June, at the Environment Technology Fair venue, Gazeta Mercantil will hold a Seminar on BUSINESS AND THE ENVIRONMENT: Management, Technology, Image. For further information, call Vera Brisola: telephone 55 11 256-2522 or fax 55 11 258-6334.

GAZETA MERCANTIL

The Brazilian Business Newspaper

SAUDI ARABIAN NATIONAL GUARD

PUBLIC TENDER ANNOUNCEMENT FOR THE MANAGEMENT AND OPERATION OF THE

NATIONAL GUARD KING KHALID HOSPITAL, JEDDAH The Saudi Arabian National Guard Western Region Headquarters announces the tender of a three (3) year project for the management, operation and maintenance of the National Guard King Khalid Hospital in Jeddah, Kingdom of Saudi Arabia effective from 24th June 1993 at a starting operational capacity of about 400 beds and up to 500 beds during the period of the

Accordingly, the National Guard invites duly qualified tenderers to submit documents and certificates establishing that they meet the following requirements:

- 1, Experience in the management and operation of hospitals of a total operational capacity not less than 2500 beds during the last ten (10) years preceding this announcement. Experience during the most recent past four (4) years must include operation and management of a tertiary care hospital facility having at least 300 operational beds.
- 2. Execution of similar projects one of which at a value not less than SR. 500M during a period of no more than three (3) years.
- 3. Capability to recruit medical and non-medical staff from multi-staffing sources worldwide. 4. Main office should have duly qualified and competent personnel to undertake on-going management, support and mobilization functions.
- 5. Existing relations and capability to make arrangements and have links with a number of educational hospitals and medical institutions of extensive worldwide reputation.

In addition, tenderers shall submit documents to establish the following:

- 1. Type of company/business enclosing a copy of Memorandum of Association. 2. Financial status for the last three (3) fiscal years.
- 3. Commercial registration and licence for Hospital management. Saudi Arabian firms shall
- also submit copies of certificate of Chamber of Commerce. 4. Legal status of the firm enclosing copy of organization chart and a listing of members of the Board of Directors and senior staff and an enumeration of their numbers, qualification, experience and nationality.
- 5. Saudi and foreign firms which intend to submit joint tender should form and register a joint venture company each with a share of not less than 25% of the value of the joint venture

Documents and certificates required hereabove should be authenticated by the appropriate local competent authorities and Saudi Embassy or Consulate overseas.

Documents shall be submitted no later than Monday 30/11/1412 (June 1, 1992) to the following address.

Supervision Office **National Guard King Khalid Hospital** P.O. Box 9515, Jeddah 21423 Telephone: 665 6200 Ext. 1662/1683 **Facsimile:** 665 0446

Tender documents for this project are available for purchase by firms which meet the requirements mentioned hereinabove at a non-refundable cost of SR. 150,000 per set as from Saturday 18/1/1413 (18/7/1992) through Sunday 26/4/1413 (26/7/1992) from the Supervision Office at the National Guard King Khalid Hospital on the above address.

Bids shall be submitted to the Supervision Office of the King Khalid Hospital at the above address subject to the instructions contained in the tender conditions and specifications not later than 10.00 am. Saturday 10th October 1992.

Bids will be opened at 11.00 am. on the same date and place in the presence of the tenderers'

representatives.

the set of the three tong from the sext

and the second s

man other class

de transport in Lindblery Las in

A CO. Sec. 14. Property Property of the

that the land

the state of the s

No accord

in Moscon

with IMF

Medicine to the desired of the second of the

The prints

61.50 m

nental

see leaders

South the state of the state of

Serb irregulars tighten their noose around city of Sarajevo

Bosnia holds secret talks on Croatia link

By Laura Silber

SECRET talks on a confederation between Croatia and Bosnia-Hercegovina were revealed yesterday as Serb irregulars tightened their noose around Sarajevo, the ravaged capital of Bosnia. News of the negotiations

traditional des la contract de la co came as Bosnia's rival ethnic leaders were due to resume European Community-brokered peace talks in Lisbon tomorrow. Diplomats however held out little hope the talks would take place as planned. "It is an even question whether the Moslem leaders will be able to leave Sarajevo, where Serb irregulars control the airport. Croatia's pro-government media yesterday reported that Croat and Moslem leaders from Bosnia last week held secret talks in Split, the Croatian port, on a confederal relation-ship between the two republics and on the internal arrangement of Bosnia. "Confederation of Croatia and Bosnia is accept-

> Bosnian leaders did not confirm yesterday's disclosure, but talk of a confederation is a sign of the desperation gripping Bosnia's Moslems reeling from

able to both the Croatian and

Moslem people of Bosnia," a

statement said.

A Bosnian soldier keeping guard in front of presidency building in Sarajevo

Mr Frederic Maurice, 39, a Swiss relief worker from the International Red Cross, yesterday died in hospital after a

two other relief workers. Meanwhile the announcement by Serb leaders of plans to form the army of the self-proclaimed Serb Republic

yesterday threatened the UN peace plan. The plan calls for some 14,000 peacekeepers to monitor the demilitarisation and disarming of three crisis

withdrawing from Croatia, is due to complete its withdrawal from Bosnia. But most of its weaponry and personnel are being transferred to the newlyproclaimed Serb army of Bos-

The army yesterday left the

military airport in Tuzla after evacuating the military barracks, reported Tanjug, the Belgrade-based news agency. Serb irregulars, backed by the federal army, have seized control of some two-thirds of Bosnia's territory. Relief con-voys have been blocked from distributing aid throughout the republic of 4.35m Moslems, Serbs and Croats, desperately short of food and medicine. Italy yesterday approved a series of administrative measures to cut red tape in the handling of refugees from the fighting in Bosnia. The govern-ment stressed the problem should also be dealt with by

the entire EC. Yesterday's measures will enable local authorities to react more quickly to any influx of refugees. Italy continues to be haunted by the spectre of the chaos last summer caused by the invasion by boat of thousands of Albanians

President defies premier

By Nicholas Denton

HUNGARY'S president, citing a danger to "democratic order" in the country, yesterday confronted the government on its attempts to exercise control of the media.

Mr Arpad Goncz, the president and a member of the Liberal opposition, said he was refusing to carry out the prime minister's recommendation to sack the head of the stateowned radio.

He referred to the danger of "serious damage to the democratic operation of the state," a claim rejected by the government, setting the scene for a constitutional stand-off.

Mr Jozsef Antall, the conser vative premier has made it plain he sees the radio station as hostile to the party's interests. Yesterday he responded with a prickly defence of his government's policy, saying: are due to the fact that I have high standards for the media." dramatic episode in a struggle between government and

nated domestic politics since

the project as a communist monstrosity, which will force much of the flow into a 17kmpoor relations with the press long elevated channel. They claim that the project will damage water supply and It was the latest and most destroy wetlands. Slovakia says the work which is mostly on its side of opposition for influence over the media which has domithe border - is 90 per cent

Danube dam tile ingredient to the compli-cated tensions between Slovakia, the Czech Republic and Hungary, As Slovakia approaches elections which are likely to produce a more nationalist government, Hungarian nervousness about the 800,000 fellow nationals there is

Hungary steps

up clash over

By Nicholas Denton in Budapest and Ariane

HUNGARY said yesterday it

was officially pulling out of the controversial Danube hydro-

electric scheme, fuelling its

fierce row with Czechoslo-

Budapest said it was abrogat-ing the 1977 treaty governing

construction of the power plant

at Bos-Gabcikovo, and was con-

sidering turning to the Euro-

pean Community, the Conference for Security and

Co-operation in Europe or the

international court in The

Hague if the Czechoslovaks did

complete and that Korunas

20bn (£390m) has been spent.

Environmentalists regard

not stop building.

Genillard in Prague

fears of the break-up of the Czechoslovak federation. Hungary's move follows three years of bitter arguments over the project since Budapest halted its part of the construction in 1989.

mounting along with Czech

The uncompromising tone adopted by both Hungary and Czechoslovakia yesterday underlines the fact that neither

side can afford to give in for domestic political reasons. In Hungary, the democratic opposition which toppled the

former regime was born out of hostility to the dam. Last week, Mr Villiam Ober-

hauser, Slovak minister of forest and water management. said too much damage had been done to reverse the situa-tion ecologically while the plant would produce Kesibn a

W European car sales grow 0.4%

the first sign of a recovery in

Demand weakened further in Germany with an estimated 11.2 per cent drop, and in France registrations were 5 per cent lower than a year ago.

According to industry estimates new car sales in west Europe totalled 1.314m last month compared with 1.308m in the same month a year ago. New car sales in Italy jumped by 15.2 per cent while sales in Spain were 19 per cent higher. In the first four months new car sales across 17 markets in west Europe rose by an estimated 0.8 per cent to 5.018m

achieved in Spain and in Portu gal where new car sales in the first four months have jumped

first year-on-year increase in 30

In the first four months sales

with increases in sales volume of 8.9 per cent and 5.2 per cent. Volkswagen, achieved a record market share in the first four months of 17.3 per cent further strengthening its

ENTER THE 1992 NATIONAL TRAINING AWARDS NOW!

If you have been striving to achieve better results through training and can show the fruits of your labours it is time

to reap the harvest. The National Training Awards are presented to companies or individuals who have recognised the long-term benefits of training and can show the results of their commitment to it.

Results such as increased profits, new customers, higher standards, greater effectiveness or a better personal achievement.

By winning an Award you will gain public recognition of your excellence.

Companies will be able to use the Awards logo on their corporate literature to give an extra competitive edge, as well as motivating their workforce. Individuals will find the Award recog-

nises their successes and gives a financial contribution to help them continue their career development.

In addition to this, winners are invited to national and regional Award ceremonies which generate good publicity.

So reap the recognition you deserve by reaching for a National Training Award.

Act now to obtain free 3, 10 information about how to enter the Awards either as an employer or an individual by phoning

0800 616 400



By Kevin Done. Motor industry Correspondent NEW car sales in west Europe by 26 and 34 per cent. The 9.1 per cent rise in UK new car sales in April was the rose in April by 0.4 per cent helped by a strong rise in demand in Italy and Spain and

months and the first indication that the severest recession in the British car market in the post-war period may have

were still 6.7 per cent lower than a year ago at 544,317. Among the big six volume car makers in west Europe Renault and Peugeot have achieved the fastest growth in the first four months this year

Rover has suffered a 22 per The strongest growth in cent fall in demand in the first

WEST EUROPEAN NEW CAR REGISTRATIONS January-April 1992

| TOTAL MARKET | 5,018,000 | +0.8 | 100.0 | 100.0 |
|---|--------------------|------------------|-------------|--------------|
| MANUFACTURERS: | | | - | |
| Volkswagen*(incl. | 867,000 | +4.7 | 17.3 | 16.6 |
| Audi SEAT&Skoda) | | | 12.6 | 13.3 |
| Frat (Incl.Lancia Alta Romeo Ferrari | 633,000 | -4.3 | 12.0 | 13.3 |
| Innocenti.Maserati) | | | | |
| General Motors | 629,000 | -0.3 | 12.5 | 12.7 |
| (Opei/Vauxhall, | | | | |
| ÚS# & Saab) | | | | |
| - Opel/Vauxhall | 804,000 | +0.0 | 120 | 12.1 |
| - Saab** | 18,000 600,000 | -0.3 +5.2 | 0.4 12.0 | 0.4 11.5 |
| Peugeot (Incl. Citroen) | 900,000 | T 3.2 | 12.0 | 11.0 |
| Ford (Europe, | 585,000 | -3.1 | 11.7 | 12.1 |
| US# & Jaguar) | | - | | |
| - Ford Europe | 580,000 | ∽3.0 | 11.6 | 12.0 |
| – Jaguer | 4,000 | - 20.4 | 0.1 | 0.1 |
| Renaultii | 539,000 | +8.9 | 10.7 | 9.9 |
| Nistan | 161,000 | +0.8 | 3.2 | 3.2 |
| WW | 160,000 | ÷ 18.0 | 3.2 3.1 | 2.7 3.3 |
| Mercedes-Benz Toyote | 158,000 115,000 | -5.1 -10.1 | 2.3 | 2.5 |
| Rovert : | - 104,000 | - 10.1 - 22.2 | 2.1 | 2.7 |
| Mazda | 99,000 | -7.4 | 2,0 | 21 |
| Volvott | 79,000 | +4.4 | 1.6 | 1.5 |
| Hondat | 61,000 | +5.6 | 1.2 | 1,2 |
| Mitsubishi | 54,000 | - 17.4 | 1.1 | 1.3 |
| Total Japanese | 570,000 | -4.1 | 11.4 | 11.9 |
| MARKETS: | | | | |
| Germany | 1,470,000 | -5.1 | 29.3 | 31.1 |
| Italy | 944,000 | ÷4.4 | 18.8 | 18.2 |
| France | 701,000 | - 0.5 | 14.0 | 14.2 11.7 |
| United Kingdom | 544,000 | ~6.7 +26.2 | 10.8 7.3 | 11.7 5.8 |
| Spain | 365,000 | T 20.2 | 1.0 | J.0 |

THUNDERBIRD RECEPTION Dr. Roy A. Herberger, Jr. President HE AMERICAN GRADUATE SCHOOL O INTERNATIONAL MANAGEMENT "THUNDERBIRD" vill bost a reception and prese held at 6:00 - 8:00 pm in the following cities

May 25, Hotel Metropole, Brussels, Belginn , Kurzentrum im Kurpark, Bad Homburg, Gen , May 27, Royal Aeronautical Society, London, England marks by Dr. Herberger at 6:30 p.m

Mr. John C. Cook, Germany Tel: 06081-14487 Fax: 06081-15852 Mr. Eric de Poortere, Belgium Tel: 02-241-6426 Fax: 02-216-4662 Mr. Thomas Joski, England Tel: 071-929-0971 Fax: 071-929-3103

free elections in 1990. The issue adds another vola-

Foreign investors uneasy over Thailand's stability

LEADING toreign investors in Thailand suggested yesterday that although coups and attempted coups are part of the country risk profile, economic policies had remained generally stable in spite of the periodic political upheaval.

However, in Japan - the biggest source of direct investment into Thailand - the Keidanren, the federation of economic organisations, said Japanese companies now con-templating an investment in the country are likely to rethink their plans. The military crackdown has harmed Thailand's image, it warned.

Thailand has had an important role in the Japanese cor-porate strategy of relocating manufacturing operations to low-cost south-east Asian sites. Japan's direct foreign invest-ment was \$1.28bn in fiscal 1989

and \$1.15bn in 1990, sharply up on the \$124m of 1986. Japan accounts for about a quarter of all the country's inward direct investment, fol-lowed by the US, Taiwan, Hong Kong and the UK.

Thailand has also become a leading trade partner for Japan, with exports to Thai-Land rising 3.4 per cent last fiscal year to \$9.4bn and imports from Thailand 26.6 per cent higher at \$5.2bn, with a significant percentage of the increase being components for Japanese products exported to third

Matsushita Electric Industrial, the electronics company, has four factories in the sub-urbs of Bangkok and two sales offices in the city. It said that tactory production has not been disrupted, but "there has been some disturbance to our sales activities'

"We think the situation is not very serious, but we are watching closely. According to our previous experiences, the That people know when to pull back during times of upheaval. We expect that the protests will stop soon," it said.

Toyota Motor, the leading car maker, runs three factories and a sales company in Thailand which is central to the company's strategy of producing components in a range of south-east Asian countries to create a regional car.

"We are continuing to run our factories, but long-term political stability is important to the success of our

operations," the company said. British companies with interests in Thailand echoed similar sentiments. "The Thais bave done well up until now. But if they blow this one they'll be turning the clock back," said one UK businessman with extensive involvements in the region. "We managed to brush off last year's coup, but this latest incident goes much fur-ther," he added.

Although Germany is by far the leading EC exporter to *Companies already doing business in Thailand are unlikely to pull out, but those selecting a site for

investment in that region may think again,' a Keidanren official said. Thailand, the UK is becoming more important as a trading partner. UK exports in 1991

were £463.5m (\$820m), up from £410.5m the previous year. Main exports included machinery and transport equipment totalling £219.5m in 1991. UK imports from Thailand were £625.4m from £484m. Historically, Thailand has not been a starting point for

British companies seeking a toe-hold in south-east Asia, but that has changed over recent years. Bangkok's British Chamber of Commerce is now said to be one of the most active in the world, with more than 250 members.

Mr lain Dale, chief executive of Yorkshire-based Dale Electrics, which has an office and a factory in Bangkok, said: "Thailand must offer stability to investors."

Dale's offices, which are on the Airport Road, and its factory in the capital's Yannawa district, have been closed "because our 50 employees there would have had to have fought their way to work," Mr Dale said. "We'll decide on Thursday when to re-open them." Dale manufactures

and Thailand accounts for annual turnover of £55m. Shell, the oil major which

has 1,400 employees in Thailand and last year generated revenues of Baht38.5bn (£824m) there, said operations had not been affected.

BICC, the engineering and construction group, recently completed the £7m international trade centre in the capi-tal and is currently working on a building of similar size for Thailand's biggest newspaper. It also has a £6m cabling contract with the Bangkok post telecommunications authority. The company said: "We will be watching carefully events in the country.

Wall Street analysts said most US interests in Thailand were in manufacturing plants assets that could not be liquidated quickly. US companies with operations in the country were, therefore, likely to wait until the situation had become clearer before taking any lon-

ger term decisions. The two closed-end country funds quoted on the New York Stock Exchange, Thai Capital Fund and Thai Fund, showed no significant initial reaction to the violence in Bangkok, although one fund manager privately expressed concern that if the troubles persisted the long-term commitment of DS investors could suffer.

Far East equity analysts in New York also noted that interest in Thailand among US investors had levelled off, and perhaps even declined, since the coup last year.

The most immediate impact was being felt by world airlines and holiday companies, in the light of advice by several western governments that its nationals should avoid travel to Bangkok. British Airways suspended flights for 24 hours and Kuoni, the Swiss-owned tour operator, stopped operations into Thailand for a day because of difficulties in moving people to hotels from Bangkok airport.

• By Robert Thomson in Tokyo, Andrew Slade and Andrew Taylor in London and Patrick Harverson in New York.



Belative of a missing demonstrator weeps outside Bangkok's Police School detention centre yesterday as a soldier stands guard

Judge orders arrest of Imelda Marcos

By Jose Galang in Manila

THE ARREST of Mrs Imelda Marcos, the once-powerful widow of deposed Philippine dictator Ferdinand Marcos. was ordered yesterday by a

Judge Teresita Flores issued the order after Mrs Marcos failed to appear at an arraignment in connection with charges of failing to report foreign exchange deposits

Mrs Marcos had been accused by the government of having conspired with her late husband in looting the economy while they were in

powet. She had declared she would defy the courts in protest against what she described as "systematic cheating" in the May 11 election where she ran as one of seven presidential

She ranked fifth in the votecounting yesterday. Analysis never gave her any chance of winning despite her claim of residual support in the rural arcas.

Last Monday, she also snubbed a hearing in another court. The judge in that court gave Mrs Marcos until June 1 to explain why she was unable to appear at the hear

Pro-Beijing party formed in HK

A NEW dimension was added to Hong Kong politics yester-day with the formation of a pro-Beijing party, the Democratic Alliance for Betterment

of Hong Kong.

The party, which is headed by Mr Tam Ylu-chung, a vocal left-wing legislative councillor. has been funded by pro-Beijing and mainland Chinese companies. But a spokesman was adamant the party is "in no way controlled by China".

Other politicians were less convinced but considered it a positive development that pro- cism concerning the time- ber 1991.

China interests were coming frame for such a move. out into the political forum, rather than just pulling strings in the background".

Mr Tam, who is vice-chairman of the pro-Beijing Federation of Trade Unions, said the group was strongly committed to the reintegration of Hong Kong with China, but it also supported the principle of Hong Kong people governing

One of the ultimate stated objectives of the organisation is "the chief executive and all members of the legislature being selected by popular election", but there was some cyni-

Mr Lee Wing-tat, legislative councillor and spokesman for the United Democratic party, described the claims of the nev

political group as "just a ges-He said "on general domestic policy they may have a free hand. But on sensitive issues they will have to hear the voice of Beijing". Under cur-rent plans, only 20 seats, or one third of the Legislative Council, will be directly elected in the 1995 elections.

The pro-Beijing lobby performed poorly in Hong Kong's first direct elections in Septem-

Split threat to S Korean party

MR Kim Young Sam yesterday won the presidential nomination of South Korea's ruling Democratic Liberal Party (DLP) but his victory was soured by the possibility that his only challenger may launch an independent bid for the post.

Mr Lee Jong-Chan, a popular MP from Seoul who withdrew from the nomination race on Sunday in protest against alleged backroom dealing, indicated he was planning to remain in the presidential race as an independent.

If Mr Lee stands, he threat-

former opposition leader who the leader of the main opposijoined the ruling party in

Mr Lee could split the DLP's supporters in the presidential race, which is expected to take place in December. One measure of Mr Lee's

popularity was that he received a third of the nomination votes at yesterday's DLP convention. Mr Chung Ju-yung, the founder of the Korean business group Hyundai and head of the

Unification National Party, is also threatening to attract conservative voters from the DLP. 2,000 students from marching This would improve the

tion Democratic Party, gaining the presidency on his third try

• AP adds: Thousands of students hurling rocks and firehombs clashed with police in Seoul and elsewhere yesterday. They said Mr Kim's nomination would mean a continuation of what they called the military-backed government of President Roh Tae Woo. They said Mr Roh's DLP must be disbanded to bring genuine democracy to South Korea.

Police firing tear gas blocked

US 'clarifies' **Palestinian**

refugee stance By Hugh Carnegy

ISRAEL yesterday expressed satisfaction over a statement by the US that a United Nations resolution asserting the right of return for Pales tinian refugees was not part of the terms of reference for the Middle East peace negotia-

The government had pressed Washington for such a public statement after Ms Margaret Tutwiler, the state department spokeswoman, announced las week that the US supported UN Security Council Resolution 194, adopted in 1948, which included the right of return, or compensation, for Palestinian refugees.

Although not a change in official US policy, Ms Tutwiler's announcement aroused alarm in Israel. Mr David Levy, the foreign minister, said Ms Tutwiler's statement amounted to an obstacle to the negotiating process if it was not "clarified".

Ms Tutwiler said on Monday that the only UN resolutions included in the terms of reference for the peace process were resolutions 242 and 338, which envisage Israel surrendering Arab territory in exchange for peace and a "just" - but unspecified - so-lution for the 2.5m refugees. the first step toward ending a deca neighbours, AP reports from Kabul.

NEWS IN BRIEF

Gulf states see first democracy forum

DEMOCRATS from five Arab states have set up the Gulf's first movement to promote democracy and freedom of expression across a region where political parties are banned. Reuter reports

The Gulf National Forum (GNF), created at a meeting in Kuwait this month, groups academics, businessmen and professional people from Saudi Arabia. Bahrain, Kuwait, Qatar and the United Arab Emirates. It said it would act as a public advocacy group to promote and defend human rights, democracy and basic reedoms in Gulf Co-operation Council states.

• Five Moroccan opposition parties have joined in a new bloc called the Democratic Front ahead of general elections slated for

Israelis and Palestinians meet

Israeli and Palestinian delegates discussed their region's environmental problems face-to-face for the first time at an international meeting in Tokyo which ended yesterday, Reuter reports from Tokyo. Participants agreed to convene the next meeting in the autumn in the Netherlands.

Nigeria fighting kills up to 300

Up to 300 people have been killed in two days of religious and ethnic fighting in northern Nigeria, according to diplomats in the troubled city of Kaduna, Reuter reports from Lagos. One diplomat said: "I saw mortuaries and hospitals filled with the injured and corpses, some beaten beyond recognition."

Police meanwhile arrested Dr Beko Ransome-Kuti, a leading human rights activist, after he made auti-government remarks. He is the brother of Mr Olikoye Ransome-Kuti, health minister.

Afghans free Russian prisoner

The Islamic government that ousted the Soviet-installed Afghan regime released a Russian prisoner of war yesterday, calling it the first step toward ending a decade of hostility between two

Keating unable to dispel image of government in turmoil

toward Mr Kim's house.

After the resignation of a key ally, Australia's prime minister must wonder if his luck has run out, writes Kevin Brown

tralia's prime minister, L offered no promises when Labor MPs installed him in place of Mr Bob Hawke in December, Like everyone else, Mr Keating knew that winning the next election would require at least as much luck as

leadership, Until April, he appeared blessed with both as Labor's opinion poll rating surged to within one percentage point of the conservative Liberal National party opposition, compared with a deficit of 18 points in

December. But the recovery has evaporated in the face of renewed debate over the government's handling of the economy, and growing doubts about the prime minister's political judgment. The latest Newspoil, for yesterday's Australian newspaper, put Labor 12 points behind the conserva-

Five months into his premiership, Mr Keating has sharpened Labor's image and taken the attack to the the foreign minister, was also

R PAUL KEATING, Aus- conservatives. But he must be wondering if his luck has run out.

His most pressing problem is the resignation of Senator Graham Richardson, a key Labor power broker, over his relationship with an Australian businessman facing forgery charges in the Marshall Islands.

Mr Richardson is a long-time political ally of Mr Keating, and was regarded as one of the most influential members of the government. He denies any impropriety over the Marshall Islands affair, but admits writing a reference for the business man and telephoning the Marshall Islands government on his behalf.

The affair is especially damaging for the government because it has refocused attention on the relationships between Labor leaders and failed entrepreneurs such as Mr Alan Bond and Mr Laurie Conneil, head of the collapsed Rothwell's merchant bank.

The opposition is now trying to prove that Senator Gareth Evans.

affair, which it claims is a prime example of Labor cronyism, known in Australia as "mateship".

Mr Keating may also have been damaged by revelations that he blocked attempts by a royal commission in Western Australia to investigate the tax records of state politicians and local businessmen accused of corruption.

r Keating later backed down, but the public row with the commission left the impression that he had been trying to shield state Labor leaders from potentially embarrassing revelations in another example of

With hindsight, the turning point for Mr Keating appears to have been Labor's defeat by a protectionist independent candidate in a by-election in mid-April in Mr Hawke's former constituency of Wills, a downat-heel Melbourne suburb. The government remains commit-

involved in the Marshall Islands ted to opening Australia's economy through tariff reductions, cuts in subsidies and deregulation. But the by-election defeat showed how much the pain of economic restructuring is resented in industrial seats like Wills, most of which tend to be held by Labor.

Wills also showed how much the government has been hurt by an 18 month recession triggered by high interest rates. Mr Keating will get some credit from voters for the recovery which is now under way, but many will also remember that he was treasurer (finance minister) when the recession began,

Perversely, the recovery is also causing problems for the government because it has been accompanled by a dramatic fall in inflation to a 30-year low of 1.7 per cent. Low inflation may be beneficial for the economy in the long run, but falling interest rates have provoked squeals of anguish from the large numbers of retired people living off the inter-

Low inflation has also put a question mark over the government's ability to deliver substantial tax cuts promised after the next election, due by mid-1993. The cuts were to be funded mostly from the proceeds of tax indexation, commonly known as bracket creep. But the unexpectedly rapid fall in inflation means the bracket creep windfall will virtually disappear.

The government cannot borrow to finance the cuts because the forecast budget deficit for the year to June has already increased from A\$4.7bn to A\$9.3bn (£3.97bn), leaving it little room to manoeuvre if it is to achieve its target of returning to surplus by Meanwhile, it looks as though an

A\$2.3bn fiscal stimulus announced in February may fall to reduce unemployment to below 10 per cent before the election. Mr Keating has had some success

in distracting attention from the economy by throwing his weight behind Australian nationalists seeking the abolition of the monarchy and the removal of the British Union flag from the top left quarter of the Australian flag.

However, he has been forced to

drop the flag campaign in the face of signs that it is proving counter-productive. In the latest poll in the Bulletin magazine, support for change has fallen to 31 per cent, compared to 33 per cent eight years ago.

espite the setbacks, Labor remains better placed to fight the election than it was under Mr Hawke, whose government had become directionless and demoralised by factional infighting. Party officials claim that most of the problems will be forgotten as the economy recovers. If they are right, Mr Keating may yet pull off a record fifth successive election victory.

But the danger for Labor is that he will be unable to dispel the image of a government in turmoil. And that could permanently derail the party's

Defiant remnant of Kurds go to vote

OUTH of the city of Arbil on a rolling plain that leads to Baghdad lies a scattering of settlements known as Qushtapa. Yesterday its school became a polling station for elections organised by the Kurdistan Front, the guer-rilla coalition administering 50,000 sq km of northern Iraq. First in the queue of 400 women was Mrs Sherve Abdullah, who had arrived at 7am, an hour before the polls opened. She wore the abaa, the traditional black veil. Nine years ago her husband and seven sons, aged from 14 to 25, were taken in a dawn raid by soldiers of Iraqi President Saddam Hussein. They, and 8,000 other men from this area, have not been seen since. Part of the sprawt of Qush

The

are '

after their forced relocation from tribal lands further north after Baghdad crushed a Kurd-ish revolt led by the head of the clan, Mullah Mostafa Barzani. The adult inhabitants are almost all women.
Mrs Aisha Otman, who said she was around 40 years old,

sat huddled in a shawl as she

spoke through an interpreter

tapa is Qadisia, an attractive village built around 1978 by members of the Barzani clan

Gareth Smyth reports from Arbilin northern Iraq

in one of the two rooms she shares with five children and two grandchildren. She explained how in 1983 soldiers came at dawn and rounded up all the men, including her husband. "They took blind men,

band. They took blind men, old men and handicapped men. Mrs Ognan new works in the fields all day like a man. for 10 dinars (70p), enough to buy a kilo of rice. In another house Mrs Hergaz Mullah, aged about 50, keeps a picture of two sons in pride of place on the wall. Both were seized in 1983. Two other sons, then aged seven and 15. then aged seven and 15, escaped because they hid in a shelter built against Iranian air raids: she said they are now bodyguards to Mr. Massoud Bazzani, son of Millah Mustafa and leader of the Kurdistan Democratic Party (KDP), one of the two main parties contest-

The Barzani women of Qushtapa voted for the KDP yesterday, not because they prefer the party's policy of "auton-omy" over the "self-determination" advocated by Mr Jalal Talabani's Patriotic Union of Kurdistan (PUK). Mrs Otman said she didn't mind if Mr Barzani did not win - "we just

want to be Kurdish". There were still long queues outside voting stations at 8pm local time. Mr Hoshyar Zebari, a leading member of the KDP, said last night that "the high turnout is a challenge to the Iraqi government". But he went on: We do not think an independent state is possible in north Iraq. We are the victims of the theory that we are undermining the sovereignty of Iraq. The Kurds can play an important role in removing Saddam Hussein, but we are not going to be pitted against Saddam's army without support." The minimum condition for an autonomy agreement with Baghdad was that "our people feel they can live in

Qushtapa school is one of 174 polling stations. Over 1m Kurds were expected to have voted for national lists drawn up by seven parties, of which the KDP and PUK are the most popular. A second ballot, for presi-

dent, was contested by Mr Barzani and Mr Talabani, along with Mr Mahmood Osman of the Socialist Party and Mullah Othman Abdul Aziz of the Islamic Movement. If no-one gains 50 per cent there will be a second ballot in two weeks.

The result of the elections will be known today or tomorrow. The new Iraqi Kurd administration will have to deal with the complex problems of a region which bares the scars of decades of disruption, war and repression. It will face tensions between attempting to satisfy the aspirations of Kurdish nationalism and allaying the fears of Iran and Tur-key that the developments may encourage Kurdish separatism

. Barely 5km south of Qushtapa is the front line between Kurdish guerrillas and the Iraqi army. Pashmerga guerrillas led by Mr Mosin Maullud, local field commander, two months ago killed eight Iraqi soldiers who tried to capture a telecommunications tower behind Kurdish lines. Yesterday, in contrast to the hubbub at Qushtapa polling station as the Barzani women voted, it was, for the time being at least, all quiet on the front.



Defiant remnant of Kurds go to vot

Asperts from Ad-

The new Munich Airport and Lufthansa are waiting to serve you.



Germany's location, right at the heart of the New Europe, makes it the ideal steppingstone for your European travels. And nothing illustrates this better than flying Lufthansa via the brand new Munich Airport, which opened on May 17th. From Europe's most modern airport, we can fly you on throughout Germany. Or to 48 other European cities, including all the major

Europe. And while you're with us between flights, you'll find our ground staff waiting to help you on your way. So whether you choose to fly with us via Frankfurt or the new Munich Airport, you'll discover there's only one way to visit Europe. And that's with the airline that always believes in offering you "simply that little bit more".



H E/92

Japan may face dumping duties on vans in US

By Nancy Dunne in

US Commerce Department yesterday ruled that Japanese carmakers have sold minivans in US markets at less than fair value. In a ruling which clears the way for punitive duties on Japanese minivan imports, the Commerce Department said Mazda sold minivans below fair value by 12.70 per cent. Preliminary estimates had put the dumping

level at 7.19 per cent. Toyota was found to have underpriced its minivans by 6.75 per cent; the preliminary dumping estimate was 0.95 per cent. All other vehicles were found to have been underpriced by 9.88 per cent, up from 4.23 per cent in the preliminary investigation. The department makes the estimates on the basis of a fair market value

The complaint now moves to the US International Trade to rule by the last week in June on whether the alleged dumping has hurt US industry.

An ITC spokesman said a finding of injury was by no means "a foregone conclusion". Before dumping duties can be imposed, the US carmakers must prove they have been "dumped" minivans rather than the recession or American preferences for Japanese vehicles. Injury has been found more often than not in dumping complaints.

The big three US car companies - GM, Ford and Chrysler

- asked for the dumping investigation a year ago. They said Japanese minivan exports to the US had soared to \$1.2bn (£670m) in 1990. They asked for dumping duties of almost 30

After the Commerce Department issued its preliminary findings, Japanese carmakers raised prices and the US carmakers' share of the minivan market increased, analysts said. Mazda and Toyota are the big sellers in the US minivan market. Mitsubishi's sales volume is considered minimal. and Nissan discontinued mini van sales in the US.

US group to put millions into European factory

By Ian Hamilton Fazey, Northern Correspondent

MORTON International, the US chemicals and car components group, is to invest "hundreds of millions of dollars" in a European factory making emergency airbags for cars. The project will create 1,700 jobs by 1995, rising to 3,000 in five years, the company said. It will be a joint venture with Robert Bosch, the German engineering group, which will make the sensing and diagnostic equipment to trigger airbag inflation designed to protect passengers in a car

Morton, which claims US market leadership in the field, will make the bags. The company's initial list of 100 potencut to three or five in July. Two UK sites are contenders, one in Clwyd, north-east Wales, the other in Consett, Co

Ms Nancy Hobor, head of corporate communications at Morton's Chicago base, said yesterday: "We have spent \$300m (£170m) developing this market in the US and would expect the European investment to be of a similar order." The Clwvd site is near Tovo-

ta's new factory near Chester and Wrexham; Consett is within a few miles of Nissan's Sunderland plant. Both have good motorway links to other carmakers in Britain. Morton has a chemicals operation in Germany, also a contender for the factory because of the size of the German car-making sec-tor and the Bosch connection.

Hungary: robust little exporter in heart of Europe

Comecon's failure has been a spur, Nicholas Denton in Budapest and Anthony Robinson in London write

gary has emerged over the past 15 months as a modest but robust export machine in the heart of depressed central Europe.

Exports to developed western markets rose an unprecedented 31 per cent last year with a further 13 per cent rise in total exports over the first quarter of 1992 compared to the same period last vear.

This came despite a marked economic slowdown in the European Community, an effective revaluation of the forint and 35 per cent domestic

The export drive which saw hard currency earnings soar to \$10.2bn (£5.7bn) last year from \$6.3bn in 1990 is born out of desperation. Like other former Comecon members, Hungary has faced depressed domestic demand and the collapse of trade with the Soviet Union. The volume of exports to east-ern Europe fell by 60 per cent last year, giving many companies a bleak choice: find new, western customers, or go to the

Even Ikarus, the lumbering volume busmaker which supplied all of Comecon from plants in Hungary and used to sell 80 per cent of its output to Moscow alone, has turned further afield and won major orders from Taiwan, Turkey

Under the old Comecon division of labour, Hungary specialised in buses, pharmaceutical products, foodstuffs, especially fruit, wine and vegetables, and engineering products, includ-

lightbulbs and electronic

The collapse of Comecon has forced exporters to try to upgrade this existing product range where possible for western markets. For some, like the Videoton consumer electronics enterprise, the competition proved overwhelming. But between 1989 and 1991, the share of exports going to EC markets doubled while the

Last year, the former Com-econ states took only 19 per cent of Hungary's exports, making it the least dependent on this once-dominant market. Many Hungarian economists caution that overstretched companies have redirected as much production as they can and argue that the pace of export growth to the west is unsustainable.

expectations, pointing to a deeper, continuing transformation. Improved access to west-ern markets has played a part. The free trade accord at the heart of Hungary's association agreement with the EC began to take effect earlier this year. But EC trade barriers will be removed most slowly in three areas where Hungary has the strongest comparative advan-

tage: food, textiles and steel. A paper presented at the recent European Bank for Reconstruction and Develop-

share going to eastern Europe halved.

For the past three years, however, hard-currency exports have far exceeded

ment's annual meeting in ence. Foreign machinery and Budapest even suggested that investment have flowed into

some exporting sectors such as textiles could actually be worse off under the association agreement than under the generalised system of preferences which previously applied. Hun-gary calculates that export growth attributable to the association agreement could be

only \$100m-\$200m a year. It is foreign investment and the opening of Hungary to sophisticated EC imports which is making the real differthe country in response to lib-eralisation, rapidly improving the competitiveness of Hungarian goods.

Finex, a small locally-owned foreign trader, shows how a little investment can go a long way. The company exported about \$125,000-worth of frozen raspberries last year to a German wholesaler, earning more than the \$100,000 spent importing the nitrogen flash freezer equipment. This year, the company plans to more than dou-ble deliveries and is trying to

diversify into selling frozen ready-cooked meals to Sweden, all from the same machine.

Sometimes, investment has even greater leverage on exports. One of Mr Gabor Varszegi's innovations at Aika Crystal, the glassmaker he took over at the end of 1990, was to publish a catalogue, the first in 40 years. That little project helped Mr

Varszegi. Hungary's leading entrepreneur, to double Ajka's forint sales in the first year of private ownership, with 75-80 per cent earmarked for export Mr Bela Kadar, minister of international economic relations, estimates that foreign investment, which reached \$3.5bn by the end of April, produces additional exports worth half that amount annually.

Production for export remains competitive despite poor transport links and an approximate 10 per cent effective revaluation of the forint over the past year largely because labour costs are, according to General Motors of the US, a tenth of west German

levels. GE, the US corporation which became the first big foreign investor when it bought Tungsram in 1989, complains that failure to allow the forint to devalue in line with last year's 35 per cent domestic inflation rate has badly affected its cost structure. But that has not stopped GE basing its worldwide production of compact fluorescent lamps in Hungary or stepping up its research and development activity to take advantage of lower costs.

Much new investment capac ity will come on stream this year, as GM begins production of engines, Ford starts producing motor components and new model Swift compact cars start rolling of Suzuki Motor-Gorpo ration's new assembly lines in western Hungary.

Initially, however only 30 per cent of Suzuki's output will be local content-because of the slowness of local enterprises in adapting to discrous Japanese quality standards.

EC threat to banana exporters

LATIN American exporters of bananas to the EC could face curbs under the European Commission's latest plans to protect its traditional, mostly Caribbean suppliers, David Gardner reports from Brus-

Last month. Brussels imposed quotas on so-called "dollar zone" banana exporters, plus a 20 per cent tariff, ahead of next year's single market. Central America, Colombia and Ecuador provided. three-fifths of the EC's 3.4m tonnes consumed in 1990. The assumption was that this would now be consolidated, with an extra 3 per centa-year "dollar" quota to accommodate rising consumption. EC suppliers from outlying areas such as France's Martinique

and Spain's Canary Islands,

and from Caribbean and Afri-

can producers linked to the EC

by the Lomé Convention, would have their higher-cost produce protected. Brussels' latest view on the

more restrictive than expected. "From a Latin American point of view, it's fairly much a disaster," one observer said. Under scenarios listed, "dollar zone" producers would have only 1.4m tonnes (two-thirds of what they supply now) guaranteed. An extra 900,000 tonnes would be licensed out to "dollar zone" and traditional suppliers, as would 3 per cent annual increments thereafter. A decision is not expected before July.

Disk-drive plant goes to Ireland

TWO leading disk-drive makers, Matsushita-Kotobuki (MKE) of Japan and Quantum Corporation of the US, are to open a factory in Ireland as their European market base, Tim Coone reports from Dublin. MKR makes 40MB to 240MB hard disk drives in Japan, while Quantum markets them to personal comunter makers. European sales ton I£250m (£227m) a year (35 per cent of Quantum's world market). The plant should be on stream by autumn.

UK-led group in deal to run Romanian TV station

A UK-led consortium has won the right to operate one of Romania's two TV channels, representatives of the group, led by Atlantic Television, said after signing the deal yester-day, Virginia Marsh reports from Bucharest. The new sta-tion, Channel 2 TV Romania, will be the first national commercial TV channel in the former Soviet bloc.

Mr Robin Edwards, managsion; a Canadian-registered company, and a non-executive director of We sion of the UK, said the station

other ex-Comecon countries. The deal gives the new channel, a joint-venture company allocating a 20 per cent stake to Radio Televizionea of Romania, broadcasting rights for 15 years. Conceived as nonpolitical, it will import half its programmes from the west. Atlantic hopes it will be on air by the end of the year.

aton fin:

aplorati

Miscit,

THE FT ESSENTIALS RANGE (As essential as the FT itself.)

The exclusive FT Essentials range (part of the FT Collection) could only have come from the Financial Times. Our experience ensures that everything is designed to make the right impression in terms of elegance and efficiency.

We've combined the finest materials and craftsmanship with a total practicality that's appreciated in today's business environment. Each product is lined in FT-pink moiré silk and is available in superb black leather. FT Essentials provide an excellent choice of

business accessories from the immaculate FT Travel Organiser to a tubby FT Memo Pad for quick notes. As part of the FT Collection their quality is beyond doubt. The FT Meetings Folder comes in a sleek

and gilt corners. It has two pockets, an A4 FT-pink paper pad and a pen loop. (230mm x 320mm x The FT Credit Card Case incorporates plastic pouches for up to 10 cards and a leather pocket for records of credit card transactions. It has a black

leather case with FT-pink moiré silk lining. (82mm x 110mm x 5mm thick). The FT Jotter/Calculator Wallet has a solar calculator on a magnetic base, a jotter with FT-pink paper and a ballpoint pen. It has a black leather case with a clasp and gilt corners and is lined with

FT-pink moiré silk. (82mm x 110mm x 5mm thick). The FT Business Card Case has three turned leather pockets that will comfortably hold 30 cards. It has a black leather case lined with FT-pink moiré silk. (82mm x 110mm x 5mm thick).

FT COLLECTION -A QUALITY PROPOSITION

What we've shown here is but a small sample of the FT Collection, so why not send for the FT Collection colour catalogue and see for yourself? It is packed with many invaluable business essentials from diaries to document cases. Contact us now on 071-799 2002 or write to FT Collection, FT Business Information, 50-64 Broadway, London SW1H 0DB or send your business card.

FIRST IMPRESSIONS THAT LAST

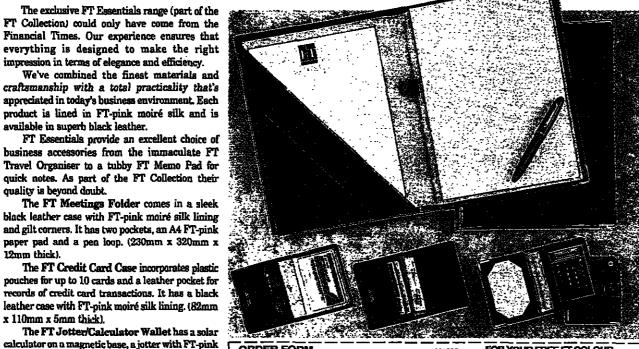
All items will be doubly welcome if they are personalised with initials in high quality gold blocking. This kind of personal touch enhances the pleasure and the worth to the user.

THE WORLD'S MOST

APPRECIATED BUSINESS GIFTS Our business gift services include . Gold blocking of your logo . Up to eight publicity pages in the diaries and personal organiser . Direct despatch to the recipients together with your com-

pliments slips or greetings cards . Samples. LARGE ORDER DISCOUNTS

Order 25 items or more from the FT Collection and you will qualify for discounts of up to 25%. Contact us now on 071-799 2002 for more details on our business gift services.



| ORDER FORM Please tick where appli Please send me the | FT Calle | | atelogue. | 301032 | CATALO | GUE RIP | 7REE FT C NG 071-799 | |
|---|-----------|-----|---|------------|--------------------------|---|---|--------|
| I am interested in us gifts, please send mi I wish to place a firm (ame Mr:MrsiMiss/Ms) | a details | | ed below. | | you requi 2. Indicate | the quant life. how man | our order my and type ly items you: your initials. | • |
| Position | | | | ASE PROVID | | ton, es infornativay, L 9 2002. T | ondon SW1 elex: 92728 | |
| | , | | | | , | | | |
| |] | | UK_ | | E IBOPE | RESTOF | THE WORLD | SUBTO |
| PRODUCT | CODE | OTY | UK (incl. VAT) £ | στΥ | EUROPE | REST OF | THE WORLD | SUB TO |
| PRODUCT | CODE | OTY | (incl. VAT) | αīΥ | | | AIRMAIL | SUB TO |
| | CODE | OTY | (incl. VAT) | αγ | | | AIRMAIL | SUB TO |
| ESSENTIALS | | OTY | (incl. VAT) | atr | £ | | AIRMAIL £ | SUB TO |
| ESSENTIALS Meetings Folder | MF | OTY | (incl. VAT) £ | OTY | £ 41.75 | | AIRMAIL £ | SUB TO |
| ESSENTIALS Meetings Folder Credit Card Case | MF | OTY | (incl. VAT) £ 44.90 11.37 | ary | £ 41.75 9.80 | | 44.55 9.99 | SUB TO |
| ESSENTIALS Meetings Folder Credit Card Case Jotten Calculator Wallet | MF CCC | OTY | (incl. VAT) £ 44.90 11.37 19.04 | ary | £ 41.75 9.80 16.45 | | 44.55 9.99 16.75 | SUB TO |
| ESSENTIALS Meetings Folder Credit Card Case Joten Calculator Wallet Business Card Case | MF CCC | OTY | (incl. VAT) £ 44.90 11.37 19.04 | ary | £ 41.75 9.80 16.45 | | 44.55 9.99 16.75 | SUBTO |

If you wish to pay by credit card you can fax this order to us on our Credit Card Fax Order Line Return this order form with your payment to the

Tick method of payment Cheque: Money Order () Access () Visa () Arrex () Card No. Expery Date

22 071-799 2274

Thrilling performance. Razor-sharp handling. Rather good contract hire and leasing scheme.



Tighter road control.

Everything pales in comparison with the Peugeot 405. Its outstanding ride and road-holding make it the most exciting car in its class. And recent refinements across the range (which includes petrol, diesel and estate models) make it one of the best equipped.

• Tighter financial control.

Our contract hire and leasing scheme on the 405 is, however, very attractive in

It means your valuable capital is not tied up in depreciating assets. Furthermore, as you can see from the table, our rates are highly competitive.

| A RANDOM | SELECT | ION OF P | RICES |
|----------------------|-------------------|---------------------------|------------------------------------|
| морет. | MONTHLY RENTAL | ASE TERMINAL BESTAL | ONTRACT HIRE/ MONTHLY BENTAL |
| 405 Style 1.6 | 5216.60 | £3341 00 | \$252.71 |
| 405 Style Dieset | S203.14 | \$4620.00 | £236.21 |
| 405 GL 1.6 | \$243.27 | \$4000,00 | \$27728 |
| 405 GLDT | £242.90 | 25719.00 | 5276,23 |
| 405 Style Diesel Est | £21751 | \$5212.00 | £949.15 |

• Back-up.

Of course, you can always rely on the nationwide network of Peugeot dealers to service and maintain your car.

For more details, ring your local dealer. You'll find the number in your Yellow Pages.

Peugeot Contract Hire & Leasing THE LION GOES FROM STRENGTH TO STRENGTH.

Controversial sleeping pill seen as safe at low doses

Sales of Halcion given go-ahead by FDA panel

By Karen Zagor in New York and Paul Abrahams in London

THE STAY MAY DE

Europe

n in London wa

The second secon

which is committee to be

The state of the s

the ball pre

A to the last of t

The second second

7 A. 1 S. A. 1922 C. 25

Samuel Mary

to book howevers.

The second secon

up in deal to

an TV static

シー・データの (aug) 自2番(

A resembly on the

and the District

and the state of the same

The design and the

ore to the establishment of t

ing the second s

10000

ınce.

lling. ract heme

and the second second

S

a to the first stage

HALCION, the controversial sleeping pill made by Upjohn, has been found by an advisory panel to the US Food and Drug Administration (FDA) to be safe and effective at low doses.

The panel recommended that the world's best-selling sleeping drug remain on the market in the US, in spite of studies showing that it produces higher rates of anxiety and memory impairment in some patients than similar drugs. The FDA is not obliged to follow the panel's recommen-dations but is expected to abide by them and allow Halcion to remain on the market.

Upiohn believes a final deci-

sion could be made within two

confirm concerns that Halcion induced a substantially higher rate of side-effects, particularly memory loss and depression. It was these fears that led to the drug being banned in a number of countries, including the

The drug has been banned in Norway, Finland, Bermuda and Argentina. Restrictions have been imposed on dosing levels in France and Spain. A German Health Ministry panel has not vet reported. In the UK, a final decision on

the ban is expected by the start of next week, according to Although the UK accounted

for only a small part of Hal-cion's sales, the ensuing publicity hurt the drug's sales declined by 39 per cent during the first quarter of this year. Last year Halcion accounted for \$237m (£133.8m) of Upjohn's \$3.4bn sales. Shares in the company firmed \$% to \$35% at midday yesterday on the New York Stock Exchange. The stock was trading at about \$47% before Halcion sales were suspended in the UK last September.

In November Upjohn agreed to relabel and repackage Halcion in smaller quantities fol-lowing discussions with the

At the FDA panel meeting the company said it would conduct a study of 10,000 patients in a further attempt to allay fears about the drug's

The study is expected to be

Mulroney to pursue tough line on trade

By Nancy Dunne In Washington

CANADIAN Prime Minister Brian Mulroney visits the White House today in a climate marred by bitter trade disputes and concern that the US is drifting deeper into isolation-

It is just seven years since President Ronald Reagan and Mr Mulroney sang "Irish Eyes are Smiling" together and swore their mutual allegiance to the free market. But clearly the world no longer seems "so bright and gay". Mr Reagan has left centre stage and - if the polls are correct - Mr Mulroney and President George Bush soon could be joining

him in political retirement. Mr Mulroney seems to find Mr Bush no less genial personally than his predecessor, but the political realities dictate a tougher line on trade from Ott-

However, the atmosphere will be lightened by a US Commerce Department decision last week to cut its proposed countervailing duty on Canadian softwood lumber from 14.8 per cent to 6.51 per cent.

Mr Derek Burney, Canadian mbassador to the US, said the move would "help lower the temperature," but insisted the ruling was "a tortured attempt to manipulate the facts in

dained result". The case wil head the list of trade griev ances, along with skirmished over duties on Canadian-made Hondas, beer and magnesium. The Uruguay Round of trade

liberalisation talks is also on Mr Mulroney would reques "the same kind of flexibility on agriculture trade talks that the US was demonstrating toward the European Commu-

nity, Mr Burney said. There are two new problems to discuss. The White House last week requested a dispute settlement panel under the Free Trade Agreement to investigate Canada's wheat pricing methods. Mr Mulroney may now request a panel to examine US agriculture export subsidies.

The Canadian prime minister is also expected to emphasise the necessity of US leadership on aid to the former Soviet Union, in advance of Russian President Boris Yeltsin's visit to Canada and the US in June. Canadian officials stress that Ottawa has contributed more

than \$2bn in aid to the region - about 40 per cent of the US contribution - when the US economy is 10 times larger.

summit in Bonn is on the agenda, along with talks on the North America Free Trade Agreement and the Barth Sum-

Chevron finalises Kazakh oil exploration agreement

CHEVRON Corporation, the fourth largest US oil company, has finalised an oil exploitation agreement with the former Soviet republic of Kazakhstan worth \$1.5bn (£840m) over the next three years, writes Neil

Buckley.
It is the largest venture agreed between a western oil company and a former Soviet republic. Over the 40-year life of the project the deal could be worth as much as \$20bn.

Mr Nursultan Nazarbayev, Kazakh president, signed the deal with Mr Kenneth Derr, Chevron chairman, in Washington this week, finalising, recoverable.

details of a protocol signed 10 days earlier. The speed with which the protocol was finalised will be an encouraging sign for other companies involved in talks with former Soviet

Chevron will acquire a 50 per cent interest in a joint venture to develop the Tengiz and Korolev fields on the north-

eastern Caspian Sea coast.

Work will begin in January
next year on developing the
two fields, whose reserves are estimated at about 25bn barrels, of which between 6bn and 9bn barrels may eventually be

completed by January 1994. **US** banks face probe into racial

By Alan Friedman in New York

lending

FRDERAL banking regulators are investigating the lending records of 266 US banks suspected of having discriminated gainst customers from minor-

ity groups.

The Office of the Comptroller of the Currency (OCC), which regulates a number of federally chartered banks, said yesterday the banks had been asked to reply to Washington by the end of the week.

"We have been investigating for several months and a number of banks have received letters saying we are looking into racial disparities in lending," an OCC official said.

The OCC said the mortgage lending records were being scrutinised after officials found a disproportionate rejection rate by some banks of mortgage applications from minority groups such as black and Hispanic Americans.

The practice is known colloquially as "redlining," a term based on the notion of bankers drawing a red line on a map around neighbourhoods they do not wish to lend to. Other federal bank regula-

tors also examining the issue include the Federal Reserve Board and the Federal Deposit Insurance Corporation (FDIC). If the OCC decides that a bank is guilty of discrimination it may employ a series of sanctions, ranging from administrative or civil penalties to limiting the institution's ability to expand its operations or open new

• The Bank of Boston, one of the leading banks operating in the depressed New England economy, has claimed it will make \$3bn (£1.6bn) of new business loans over the next five years in an effort to stim-

ulate the region's economy. Banking analysts are sceptical, however, that the bank can fulfil such a forecast. The bank described the claim as a projection of loan demand,

Plebiscite may break logjam over second term for Menem

By John Barham in Buenos Aires

ARGENTINA'S government has threatened to hold a plebiscite later this year to force Congress to reform the constitution and allow President Carlos Menem to run for reelection in 1995.

The constitution forbids presidents from holding consecutive terms.

However, the opposition Radical party is opposed to Mr Menem's re-election when his present six-year term ends. The conservative UCD party, the government's ostensible ally, is split over the issue.

Senator Eduardo Menem, the president's brother and head of the Senate, said: "Since it appears that some political forces are against the reform, I think it would be correct to consult the people directly." A plebiscite would not have force of law, but the government is confident of wining a 70 per cent majority, which would intimidate Congress into sup-

porting reform. Constitutional amendment has become Argentina's leading political issue. Mr Eduardo Bauzá, secretary general of the presidency, warned that undoubtedly we are heading towards a plebiscite" unless



Carlos Menem: denies involvement in reform campaign

the opposition co-operates by approving reform. A two-thirds majority of Congress is needed to convoke a constituent

Mr Menem's fixation with reelection as he approaches the middle of his term is creating political uncertainty. Analysts warn that a constituent assembly could introduce social clauses that hinder economic

The president has said constitutional reform will not deflect his commitment to freemarket policies. But his claims that he is not directly involved in a reform campaign are not widely believed. Re-election has obsessed

Argentina's civilian presidents. The only leader to win re-election was Juan Peron in 1952, but the amendment was scrapped after the army toppled him in 1955.

Mr Raul Alfonsin, Mr Menem's predecessor, also tion but the Peronists blocked

Privatisation pioneer goes one further

Mexico, writes Damian Fraser, is handing over the provision of basic public services

ISIT Mexico's recently re-opened National Auditorium Auditorium, and a change in the way Mexico's government does business becomes clear. Once a loss-making white elephant with cheap subsidised tickets, the Auditorium now charges up to \$100 a seat, and makes a handsome profit,

Once an employer of 1,200 federal workers, it now has just one. All other work, from security to securing stars including recently Placido Domingo, Paul Simon and next year's Miss Universe - is contracted to the private sector.

The Mexican government, well-known for the privatisations of state-owned industries, has taken the concept a step further by handing over the provision and financing of basic public services to the private sector. Telephones, motorways, water treatment, electricity generation, railways and ports are being financed in part or fully by private capital to an extent not seen even in most developed countries. Subsidies are being scrapped.

The stimulus to the privatisation of public goods comes from the appalling state of Mexico's infrastructure, cited by most businessmen as the most critical constraint on economic growth, and the enormous pressures on the government budget.

A recent report from the business organisation Canacintra concluded with what most Mexicans did not need telling: the motorway network was insufficient, with some sections too narrow and badly put together; trains were slow and in bad condition; ports were unreliable; the telephone service was inadequate; the postal service was slow and inefficient . . . and so on.



Mexico's appalling infrastructure, including its jammed motorways, has proved a big incentive to privatisation

The government's first target was the telephone system, privatised in December 1990. Telmex, as the telephone monopoly is known, has to invest under government regulation about \$14bn in five years and increase lines in service by 12 per cent a year. Mr Pedro Aspe, Mexico's finance minister, likes to say that the government privatised investment in Telmex which would not have been forthcoming had the company remained in public

The government handed over at about the same time the construction of all four-lane toll roads to the private sector, ahead of the US, which allowed private partnership for the first time last December. The Mexi-can government has already authorised concessions for 3,521km of motorway for investments of \$5bn, of which 1,149km are in operation. Another 2,372km of concessions are forthcoming.

The government usually finances about 10 to 15 per cent

of a motorway project, banks and Bechtel, according to a or capital markets another 50 per cent, and private investors or construction companies the rest. Brokerages and banks recently have been issuing bonds in Mexico guaranteed by future toll payments. The government promises to extend concessions to private investors in a motorway if projected revenue targets are not met, substantially reducing the risk

of the bonds. Soon these bonds will be offered internationally. The first to be submitted probably will be backed by tolls on motorways that already have been built, in an attempt to test the market, However, foreigners at a recent conference on Mexico's motorway programme appeared cautious and wary about exchange-rate risk and the possibility that future governments might renege on commitments made by the free-marketeers now in control.

apparent. Toll prices, because of the high cost of capital, are so high that demand in some cases has not met expectations. causing losses for creditors. Construction costs have been higher than projected in the Mexico City-Acapulco motorway, to the discomfort of the lead bank, Banco Serfin.

Other government departments have followed the example of the Ministry of Communications and Transport. Mexico's Commission of Federal Electricity (CFE) has signed projects worth \$2.5bn with consortiums including France's Ahlstrom, Spain's Mecanica and Mexico's Bufete International to build and then lease back generators. The CFE will assign another \$2.2bnworth of plants to private contractors including a consortium lead by General Electric clarity would help.

report by El Financiero Inter-

national. 7.
These projects may prove big business for Mexico's brokerages who are working on projects to attract private capital aside from that provided by foreign construction companies. Mr Javier Magana of Probursa is working on a plan to emit electricity bonds internationally and guaranteed by CFE's promise of payments for

the use of a generator. Probursa is also proposing a similar scheme for water treatment plants, where capital is raised through water bonds that are guaranteed by a stream of payments which local government agrees to make for use of the plants. A series of French and British water companies have trooped through the offices of the National Water Commission in the hope of obtaining a slice of a billion-dollar business.

uch projects, while hardly new in the US, "would a year and a half ago been considered absurd", says Mr Magana. They are fea sible because interest rates have fallen to below 15 per cent and confidence in the peso is strong, while the consensus in and out of Mexico is that infrastructure spending will

boom over the next decade. However, foreigners may still hesitate to invest in a country where price controls on basic necessities such as electricity and water have been a way of life for more than half a century. The other constraint is Mexico's constitution, which still reserves ownership and distribution of many public services to the state. While the government has found ways round the law, greater legal

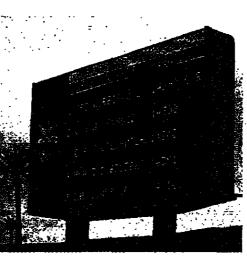
We're not just sponsoring the Olympic Games.



Thinsulate Thermal Insulation. Warmith without bulk for sixers the world over-including Olympic competitors.



3M Adhesives. Used in the manufacture of planes, buses and cars (and keeps tyres stuck to Olympic racing bikes).



3M Diskettes. Used worldwide to store vital information,

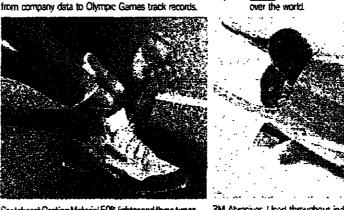


Scotch Video and Audio Tapes Used at Albertville, Barcelona and all





Scotchcal and Scotchilde Signage Highly visible—from garage forecourts to direction signs at the Olympic Games



Scotchcast Casting Material 50% lighter and three times 3M Abrasives. Used throughout industry - and stronger Supplied to the medical centres at Barcelona to achieve the smoothest possible bobsleigh runners.



Post-it Notes The famous yellow repositionable notes that have improved communication the world over

3M can't help it. They get involved. Whether it's coming up with innovative solutions to make the Olympic Games a success or any of 60,000 other 3M products. From heart-lung pumps to Post-it notes. All making a difference to people's lives throughout the world.

At brains names are brade marks of 34.

Innovation working for you"



Rising output fuels hopes of **UK** recovery

By Emma Tucker, Economics Staff

SPECULATION that the UK economy is on the verge of recovery was fuelled yesterday by news that manufacturing output rose in the first quarter

The increase of 0.3 per cent in the three months to April was the first three monthly rise in output since the recession began It followed six successive quarterly declines.

Although economists were optimistic about the figures from the Central Statistical Office, they said it was too early to say the recession was

In spite of the quarterly rise, and two successive monthly rises, manufacturing output remained 2 per cent below levels of a year ago and 7.5 per cent below the high point of the second quarter of 1990. On a monthly basis, manu-

facturing output rose by 0.2 per cent in March after a 1.1 per cent increase in February.

Overall industrial output manufacturing plus energy fell by one per cent in the first three months of the year compared with the previous three month period. This was mainly due to a big drop in energy output which fell by 4.3 per cent in the first quarter.

The Treasury said economic growth would become firmly established this year. "Today's economic figures suggest the fall in manufacturing output may have ended and growth will become firmly established during 1992," it said. But Mr Gordon Brown, opposition Labour party spokesman said short-term economic prospects

remained weak. Four of the seven components within manufacturing showed an upturn in the first quarter. Output of the "other

MPs claim

success in

Maxwell

campaign

The public sector borrowing requirement for April was £3.6bn, including privatisation proceeds of £600m. This was the biggest deficit for April since

Although the figure was slightly lower than expected, economists warned that Britain was still heading for a record deficit in fiscal 1992-93. Most expect the PSBR in the new financial year - which started in April - to reach £30bn.

manufacturing" sector, which covers paper, printing and pub-lishing, rose by 1.4 per cent compared with the previous quarter and output of metals rose by 1.1 per cent.

There was a small decline in engineering output, although on a monthly basis, output in this sector has risen for two successive months. Within engineering, car production rose by 4 per cent compared with the previous quarter, but output of other transport equipment - including shipbuilding and aerospace - fell by

Chemicals was the only sec tor to show a big improvement in output compared with a per cent in the three months to April compared with the same period a year ago. The CSO said this was almost entirely attributable to the strong per formance of the pharmaceuti cals industry.
Output of the consumer

goods industries rose by 1.3 per cent in the first quarter com pared with the previous three months with the highest rise within the sector coming from

supplement for horses may be toxic

By Alison Smith and Norma Cohen

pensioners facing hardship after their pension funds were raided by Robert Maxwell, the late publisher, yesterday claimed they had forced the government to take a more active approach to the affair. Mr Richard Page and Mr Frank Field, representing an all-party group of MPs support-ing the Maxwell pensioners, emerged from a meeting with Mr Peter Lilley, the social security secretary, to urge early publication of the report by the Securities and Investment Board (SIB) which would enable further decisions to be taken about the future of the

The two MPs also welcomed undertakings by Mr Lilley to pass on to the Bank of England concerns that the banks were not making enough effort to identify Maxwell assets.

funds.

The meeting coincided with a press conference at which a Maxwell pensioners group claimed that six thousand Maxwell company pensioners stand to lose three-quarters of their monthly pension payments by September unless the govern-

Mr Kenneth Trench, chairman of the Maxwell Pensioners Action Group, said that government had an obligation to help pensioners because of the maladministration of government departments in their oversight of Mr Robert Maxwell's activities.

By June, 5,000 Maxwell company pensioners will lose half their monthly pension payments and 240 members of one Leeds based scheme are getting

Vitamin

By Catherine Milton

A DRUG company yesterday its vitamin supplement products for competition horses because they may be poison

Three horses are said to have died and several are seriously ill, according to Colburn Dawes Nutrition, a subsidiary of the Swiss pharmaceuticals group Roche. Those known to be affected are in Suffolk and Hampshire.

The horses are alleged to have died after consuming excessive amounts of the element selenium, one of the ingredients in the vitamin supplements given in feed.

The products are used by horse studs around the world. Products have been exported to Greece, Malaysia, the United Arab Emirates, Iceland. the Philippines and Taiwan.

The company said it was withdrawing all horse feed supplements made since September 1991 and held by distributors and their customers in the UK. Overseas customer were being warned but the company fears most exports

will have been used already. Tests by Ministry of Agriculture scientists have confirmed that the products contain more selenium than they should. A spokesman from Medi Equus Colburn-Dawes Nutrition distributor, said the tests revealed "huge variations in the level of selenium and other potentially toxic minerals".

conducting its own tests to find out exactly which batches of the supplement are affected It is investigating one of its three factories at Atherstone in Warwickshire.

Unions react angrily to BBC pay offer of 3.7%

THE BBC has angered unions by offering more than 25,000 staff an annual pay rise below the rate of inflation. Its offer for the year from the beginning of August is 3.7 per cent with a guarantee that no one will receive a rise worth less than £300, writes Raymond Snoddy.

The deal would cost £21.5m a year on a BBC pay bill of £590m. The offer comes on the eve of a BBC governors and top management conference to consider the corporation's

Bectu, the main broadcasting union, representing about 14,000 BBC staff, asked for 3 and extra duty pay.

percentage points more than inflation - at present 4.3 per cent - and a minimum salary of £7.500.

Mr Tony Lennon, president of Bectu, said he did not think his members should have to "bail out the BBC" with what is effectively a pay cut. In the past, the BBC has said it wants to increase efficiency to plough

more money into programmes. Mr Lennon said staff were not benefiting from the cost savings and redundancies and in particular the deal eroded the 5 per cent given last year for giving up some overtime

Europe urged to speed pace of energy liberalisation

over £2bn By Neil Buckley

URGENT action is required to By Bethan Hutton quicken the pace of energy liberalisation throughout Europe, ACQUISITIONS and mergers Mr Tim Eggar, energy minister said yesterday.
Speaking in London at a conactivity in the UK remained steady in the first quarter of 1992, but the value of transacference organised by the Con-federation of British Industry

There were 124 transactions to an estimated value of £2.2bn in the first quarter of 1992. according to figures released tical office. The figures do not include cross-border acquisi-

Takeovers

valued at

and mergers

The total value of initial payments on acquisitions of UK industrial and commercial companies was down £2.1bn on the last quarter of 1991, when there were 130 transactions, and down £11.1bn from the

Independent companies were involved in 72 of the sales, and subsidiaries in 52. There were

no mergers. There were 30 transactions valued at over £10m, and 49 valued at less than £1m. The largest transactions were the acquisition of Steetley by Redland, valued at £624m, the sale of IEP (automotive) to Inchcape Overseas for £363m, and Bowater's purchase of DRG for

strong opposition in pushing for greater liberalisation from countries such as France and

the Netherlands Mr Eggar said industry and 350m consumers across Europe

would have "everything to gain" from cheaper gas and electricity, with only a handful of vested interests likely to be losers. He suggested there was a "striking contradiction at the heart of Europe.
"It is quite extraordinary that we have been spending so

we apparently find it impossi-ble for gas and electricity to flow across frontiers." He said that significant dis-parities still existed between

much time making sure that

goods can cross frontiers but

electricity and gas prices in dif-

ferent European countries. He

industry might find it impossible to be competitive with the rest of the world unless energy prices fell as they were doing in the liberalised markets of

ised electricity market in the UK, and the gas market in the

tion that it would require a "huge centralised regulatory bureaucracy". He said that regulation could

the US and Japan. Mr Eggar said that arguments that electricity and gas

were natural monopolies, and that only monopolies had sufficient economic security to undertake the large investment programmes required by energy projects, had been proved wrong by the liberal-

He also countered claims by opponents of energy liberalisa-

operating within an agreed framework. In the UK, the gas regulator Ofgas operated effec-



Tim Eggar: consumers have "everthing to gain"

the Gooda Walker Action Group, which represents over 2 100 Names. Judicial reviews are actions against public or semi-public bodies alleging that they have failed to observe duties usually enshrined in legislation. tively with a staff of around 30

in a separate action, Withers, solicitors acting on behalf of the Distressed Names Spiral Action Group, yesterday issued ten separate writs against the Gooda Walker, Feltrim, Rose Thomson Young and Devon-

Names seek

legal review

over losses

at Llovd's

LOSS-MAKING Libyd's Names

vesterday launched two moves

to prevent the authorities at

the insurance market drawing

on their deposits to meet

In the High Court, Mr Jus-tice Potts granted leave for a judicial review to six Names individuals whose assets back

underwriting at the market.

The Names are connected with

shire agencies

Both actions are aiming to obtain injunctions to prevent the Lloyd's insurance market from drawing on the deposits which all Names must leave with their agents in order to

Ashdown urges tough stance at Rio summit

THE centrist Liberal Democrats yesterday called on Mr John Major to apply "all his international negotiating skills to the full" at next month's Earth summit in Rio de

and the Confederation of Nor-

wegian Business and Industry,

Mr Eggar said he would be

pressing for the quick intro-duction of a free energy mar-

ket when he meets EC energy

ministers in Brussels tomor-

His comments suggested

energy liberalisation may be a

theme when the UK takes over

the presidency of the European Community in July. The UK

currently leads the way in the deregulation of electricity and

Mr Paddy Ashdown, the

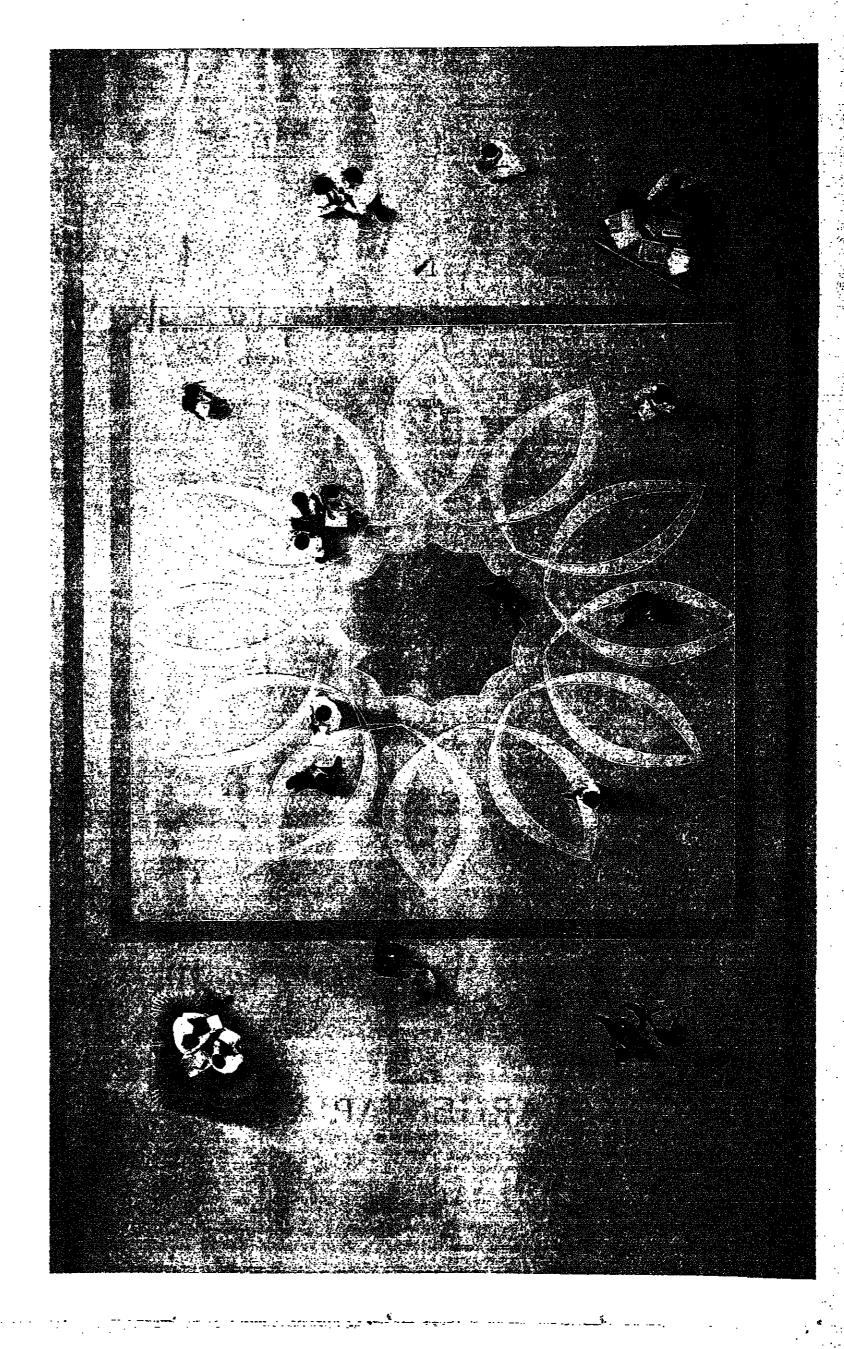
party leader, said preparatory negotiations for the summit had gone in the wrong direc-tion, having, "watered down the original texts and exposed

Mr Ashdown proposed the stabilisation of carbon dioxide emissions at 1990 levels by family planning in developing countries and "Red Cross" style immunity for those engaged in environmental clean up operations at times of

"The UK is often a laggard in European Community discussions and our partners have

concerned to appease the US than to achieve a co-ordinated European position," said Mr Ashdown. "So now Mr Major must demonstrate that his strategy can deliver, the

The party also launched cross-party appeal for a Commeet insurance losses mons debate on the summit.



A service in the adjusted of the service of the adjusted of th

in the field Come be desired in the field where the field in the field

the second wine to

The state of the s

Still in the Property of the

All the last Privileges are to consider a classification of the constitution of the co

The second for

Market Name and the state of th

The Thomas Young and

the late of the la

the are managed by

the Land : Insurance of

a Mink on the F

with their does and

The state of the lease

it is state appropri

SINT SDAY MAY 2018

UK rules out action in 'friendly fire' case

By Robert Rice and Ralph Atkins

THE GOVERNMENT signalled yesterday that it would take no action against US pilots involved in the deaths of nine UK soldiers killed by "friendly fire" in the Gulf war.

Mr John Major indicated to MPs that he did not believe the incident justified a protest to Washington over its role in protecting of the pilots.

"I hope we won't lose sight of the fact that those were American pilots risking their lives alongside our troops in a battle against a common enemy and to liberate Kuwait,"

Speaking after an Oxford inquest ruled on Monday that the nine were "unlawfully killed", the prime minister faced pressure by Mr Neil Kin-nock, the opposition Labour leader, to use his authority to ensure the victims' families had the full truth.

Mr Malcolm Rifkind, defence secretary, later admitted that in the immediate aftermath of the Gulf war "there was some confusion and uncertainty

about what exactly happened".

The US marine corps had not sent answers to points raised



Barbara Mills: to examine

in the Ministry of Defence's inquiry until July 10, he said. Ministry of Defence officials, however, said that all available information was now in the

hands of the victims' families. Mrs Barbara Mills QC, Director of Public Prosecutions (DPP), has asked to see all the relevant documents held by the Oxford coroner and the

The DPP's office said yesterday that Mrs Mills would consider the papers in detail to see

MoD on the incident.

evidence to bring criminal

charges against the two US pilots allegedly responsible. But her office reiterated that there was no power to prosecute a foreign national in England and Wales for any offence of murder or manslaughter allegedly committed abroad.

Under the 1861 Offences Against the Person Act, British subjects could be prosecuted in England and Wales for murder or manslaughter committed outside the UK. But that was a specific statutory exception to the general principle of juris-diction and did not extend to non-British subjects, a spokesman said

Mr Michael Meyer, head of legal services at the British Red Cross, said yesterday there were no precedents in international humanitarian law for dealing with "friendly fire"

The US Congress has however agreed to pass a bill com-pensating US soldiers under which their families would receive \$100,000 whether they were killed in war or not and it was possible that the same sum could be paid to the Brit-ish families, he added.

Shortage of IT skills could lead to exodus

By Michiyo Nakamoto

THE UK faces a shortage of information technology skills which could lead to an exodus of computer software and serleading information technology companies in the UK.
"Companies can now base

themselves wherever in the world the relevant IT skills are, and use international networks to transmit data from there," said Mr Paul Aspin. southern region industrial

business manager for IBM.

Mr Aspin, who is also a
board director of West London Training and Enterprise Coun-cil, warned that unless the relevant skills are developed in the UK, the IT industry will move out to continental

the best in IT training and investment per person in the UK was just half that in Japan, according to Mr Peter Bonfield, chairman and chief executive of ICL, the computer group. The lack of training by companies has meant that people who have the skills are poached by companies at increasingly higher pay levels.



No withdrawal: Lt Gen Wilsey (right) meets paratroopers during a visit to Coalisland yesterday

Dublin demands withdrawal of paratroopers

MR DAVID Andrews, Irish foreign affairs minister, has demanded the withdrawal of British paratroopers from duty in Northern Ireland following several days of unrest in Coalisland, the fiercely republi-

can Ulster community.

Lieutenant General Sir John Wilsey, the commanding officer of British forces in the

province, yesterday refused to comment on the Dublin government's demand dur-ing a visit to the County Tyrone town. The Parachute Regiment, however, has been kept off the town's streets after protests over the soldiers' behaviour in opening fire on a crowd earlier this week. Three men were shot in the

Two soldiers were also hurt. One is being treated for a suspected collapsed lung. Lt Gen Wilsey, meanwhile, visited troops outside the town as metal detectors were used to find a machinegun stolen during violent clashes between soldiers and Catholic youths.

WE'VE LAID THE

FOUNDATIONS TO BUILD

INTERNATIONAL SUCCESS.

There's a powerful new force in global banking to help manage your international business interests.

Argentaria, Spain's new banking and financial corporation brings together the country's leading specialist banks into one single federal organisation, to offer international clients strategic business advantages from its specialist range of banking and financial services.

Banco Exterior de España (BEX), the flagship of the group, is a leader in Foreign Exchange and Capital and Money markets.

With an international network operating in 28 countries across Europe, the Americas, the Far East and North Africa, BEX offers key strengths in identifying and developing international business initiatives.

We provide expertise in foreign trade both at a business and institutional level.

Closer to home, we offer insight, advice and information concerning EC legislation and standards on developing international business.

Whilst we hold a pre-eminent position in the peseta market around the world.

(In addition to the normal channels of business available to you, our services are available 7 days a week, 365 days a year through Banco Directo, our telephone banking subsidiary.)

The result? We are providers of long and short term financing, insurance, stock broking services, asset management and project finance.

Our specialist subsidiaries include one of the largest savings banks in Spain; the largest mortgage bank in the country; a specialist bank in the agricultural sector, and we are the main provider of finance for local authorities.

The benefits to your business?

A wider range of specialist services covering all levels of international banking and finance, whatever your needs.

A more rational and efficient range of services offered through Argentaria's subsidiaries to meet your requirements.

And complete accessibility to Argentaria's specialist services wherever you are today, and wherever you want to be in the future.



A EUROPEAN POWER IN WORLDWIDE BANKING

Britain in brief



Jobless levels suffer biggest rise since '82

The number of people unemployed for more than one year rose by 94,000 in the quarter to April to reach 841,000, the highest since October 1988. The 286,000 increase since April last year is the biggest yearly rise since

Mrs Gillian Shephard, employment secretary, regretted the increase but pointed ont that long-term unemploy-ment was still only two-thirds the level it was five years ago. She also said that the number of very-long-term unemmore than five years, was at the lowest level since January

increase in long-term unemployment with the largest per centage increases in south Wales, the south-east including London - and East

Militant loses union influence

Militant Teudency, the Trotskyist splinter group disowned by the Labour party, has lost its strongest chance of winning significant influence over a UK trade union following the election of moderates to all three top posts at the Civil and Pub-lic Services Association

The election of Mr Barry Reamsbottom as general secre-tary and other moderates to posts including deputy general secretary, treasurer and president is likely to be welcomed by the government. During the past 10 years Militant has had a stronger influence on the CPSA, which represents most government officials, than any other union and won control of its executive in 1987-8. This year, Mr John Macreadie, its candidate for general secretary and the union's deputy general secretary, was thought to have a good chance against Mr

Under the leadership of Mr Reamsbottom and a moderatedominated executive, the CPSA is far less likely to clash with the government or organise industrial action than it would

Barclays staff get pay rise

More than 2,500 information technology staff at Barclays bank are to receive pay rises of between 3 and 4 per cent. Managers will get a maximum of 3.1 per cent.

Jaguar plans new engine

Jaguar, the UK luxury carmaker, has developed a prototype two-stroke engine, which could enter production in the

next decade. The surprise disclosure of the project represents a pioneering step among European luxury carmakers, although several of the world's leading volume carmakers are already working on the development of two-stroke engines for small

Jaguar, a subsidiary of Ford of the US, said the development of the compact and lightweight V-6 engine was the result of a four-and-a-half year research programme.

Ferry group to relaunch route

The Folkestone-Boulogne cross-Channel ferry route, closed by Sealink Stena Line at the end of last year, is to be re-opened to freight traffic in mid-June by a newly-formed shipping company called Opale

The company, formed by a group of mainly French investors led by the Boulogne Chamber of Commerce, has chartered a Canadian freight ferry with capacity for 50 lorries and drivers.

Opale Ferries believes there enough demand among long-established users of Boulogne to justify the service in spite of looming competition from the Channel tunnel.

Advertisers seek EC deregulation

The Advertising Association has stepped up its lobbying of the government, MPs and MEPs for further and wider deregulation within the EC.

In a 14-point document, The Spirit of '92, the association urges the government to promote "the construction of a Europe without national restraints on trade or services. and to reinforce progress towards the acceptance of freedom in communications, and

truth in advertising." The document includes calls for reconsideration of national restrictions on advertising and continued resistance to a proposed EC-wide ban on tobacco advertising.

UCW opposes postal plans

Post Office plans to improve customer service through a "total quality" programme has encountered opposition from the Union of Communication Workers, the main postal

The UCW voted at its annual conference in Bournemouth to oppose increased job specialisation and team working, and to ballot on strike action over the latter if necessary

Royal Mail, the letters arm of the Post Office, has been trying for more than two years to introduce into sorting and delivery operations a system of self-regulating teams headed by team leaders as part of an effort to introduce "total quality" principles, focusing on excellence of service and customers' needs.

Step forward on regulation

The creation of a new selfregulatory organisation to oversee all retail investment business has moved a further step forward.

The Securities and Investments Board, which is sponsoring the planned organisation. has announced four subcommittees appointed to examine how it would work.

partner in the Mckinsey consultancy group received an unusual phone call late in 1986.

Egon Zehnder, a prominent Swiss headhunter, rang with a unique proposition: would he like to manage the business affairs of the princely house of Thurn und Taxis. one of the oldest and wealthlest families in Europe?

Petersen took the job - but it did not turn out to be as idyllic as he first imagined. He and colleagues he recruited left their jobs under a cloud in 1990 and subsequently became embroiled in litigation with their former employer. It was only last month that this litigation was

Petersen's appointment came about because the head of the family, the late Prince Johannis von Thurn und Taxis, was concerned that the family businesses were not earning enough to support his extravagant life-style.

The family's fortune - with assets of about \$1.3bn excluding castles, pictures, collections and jewellery - reflected the entrepre-neurial talents of Prince Johannis' distant forebears.

in 1490, they established a postal system for central Europe and ran it successfully for a few centuries thereafter. During the 19th century, it was privatised and the proceeds skilfully invested in industry and

Unlike the fortunes of many noble German families, the T und T empire fared well in the 20th century too. It survived two world wars, the Nazi Reich and two periods of great inflation.

This was, however, due more to luck than the entrepreneurial skills of the princes, who tended to be playboys rather than businessmen. Commercial affairs were left in the hands of administrators recruited from the Bavarian civil service.

Acutely conscious that his outgoings exceeded his income, Prince Johannis at last decided it was time to bring professional management skills to bear on an empire which David Waller tells the tale of a family fortune, management consultants and a punk princess

When a Prince means business



sets totalling \$1.3bn, excluding seven castles, pictures, collections and jewellery style structure for the group. They

well as agriculture, banking, brewing, industry and international property. Hence Petersen was brought in and given leave to

recruit a team of managers.

For three glorious years, Petersen and his new recruits - principally Eberhard Crain, a former colleague at McKinsey, and Rolf Levedag from the Deutsche Bank - lived at the Thurn und Taxis seat of Schloss St Emmeram at Regensburg in Bayaria, chief of the family's seven cas-

During the week, they had the fun of managing a large business from congenial surroundings. At the weekends, they were invited to boar-hunts by their employer, where they could rub shoulders with the likes of Donald Trump, the

spanned 69,000 acres of forest, as former real-estate giant, Prince, the pop-star, Günter Grass, Germany's leading author, Franz-Joseph Strauss, Germany's former chancellor, not to mention the Prince and his glamorous relatives.

Quite apart from the social attractions, the job was extremely stimu-lating. "It was," recollected Eber-hard Crain earlier this year, long after the idyll had come to an end, "a position that everyone would dream of".

Petersen agreed: "It was intellectually very interesting. We had a first-rate management group; to start off with we had an excellent relationship with the Prince and we had a tremendous amount of entre-preneurial freedom. You don't get all this in many jobs." The managers set up a corporate-

established a holding company, of which they were the directors and the Prince was the sole shareholder. Their first task was to assess the value of the Prince's assets: he had a vague idea they were worth about \$3bn and was disappointed to find

that they were less than half of

Then, with the help of Andersen Consulting, they installed a man-agement information system. They divided the businesses into five divi-sions: agriculture, forestry, industry, brewing and financial services. These were further subdivided into

some 60 profit centres. Agriculture and forestry - the bulk of the empire - produced a yield on assets of 1 per cent or less per year. The managers' task was to

work the rest of the assets as hard as possible.

They embarked on ambitious plans to franchise the Thurn und Taxis name in the financial services

 bought property in north America and Germany; • rationalised the largest industrial company in the portfolio -Doduco, a loss-making electronics

 sold off \$145m of farm land. The net result was that the empire turned back into the black, making profits of \$7.5m and \$6.4m in 1988 and 1989 respectively.

The strategy was based on the assumption that the Prince, 59 years old when he recruited Petersen in 1986, would live for at least another 10 years. However he grew ill and fell increasingly under the influence of his wife, Princess Glo-

The "punk princess" was well known in the German popular press for the extravagance of her life-style and her imaginative haircuts. The Prince had married her in 1980 when she was just 20. It was only in the late 1980s that she started to develop an interest in the business

rather than party-going.

Relations between the managers and the Prince grew frosty early in 1990 after an article appeared in a German magazine accusing Petersen and his team of gross mismanagement and manoeuvring them-selves to take control of the fortune when the Prince died.

Formally, the Prince stood by his employees, but the old trust and

confidence was gone and the man-agers' freedom to act was hence forth strictly circumscribed. By the middle of the year. Petersen and Crain had left of their own accord and shortly afterwards Levedag was

San In

Wall with

For the managers, the saga did not end with their departure from the Schloss, nor even with the Prince's death in December 1990. The Princess attacked them in numerous press articles, one of which in September last year

alleged that they had systematically manipulated the Prince's accounts to pay themselves big bonuses. Petersen and his former colleagues hit back, suing both Gloria and a number of publications. claiming a systematic attempt to destroy their professional reputations. The Princess counterattacked by filing criminal charges against

the managers.
Late last month, the Princess quietly backed down; a statement issued in Frankfurt said that the House of Thurn und Taxis had dropped its allegations against the

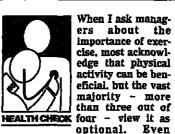
former managers.

Both sides abandoned the lawsuits launched at each other; Levedag, who was sacked outright, obtained compensation and all the managers successfully won payment of unpaid bonuses due under their contracts.

This attempt to subject a large family fortune to professional management discipline has not been good either for the fortune or the managers.

While Petersen landed on his feet, taking up a post last year as manag-ing director of the Wasserstein Perella investment bank in Germany, Crain has only recently found a new job with a French investment group in Frankfurt. Levedag is believed to be on the brink of taking up a new post.

Meanwhile a distinctly press-shy Princess Gloria presides over a family fortune which is believed to be shrinking at much the same rate as it was before the ill-fated experi-ment with professional management.



ers about the importance of exercise, most acknowl edge that physical activity can be beneficial, but the vast majority - more than three out of

managers who are committed to health often have a hazy understanding of the basics of fitness. Whenever a crunch comes at work and the schedule becomes too

ity to go. In fact, physical activity use of fat stores for energy, and teeth. An extra drink or two, a cigar or an extra few kilograms optional. Even can all be forgiven. But the body craves movement and will be unforgiving when it does not get

The benefits of exercise are many. It increases bone density, reduces body fat by increasing the tight, exercise is the the first activ-

is even more essential to your increases the heart size, making it well-being than brushing your a stronger and more efficient pump. It raises the oxygen supply to the heart by developing more capillaries and increases the number of red blood cells which meet the higher demands of the body

> Exercise reduces blood pressure by increasing the blood flow through muscles and decreases the

respiratory rate and the resting • Exercise frequently. That means be 135: (220-40) x 75 per cent. heart rate. It increases the lung volumes, muscle strength and endurance. Above all it improves the ability to deal with the stress of business life.

Making a strong case for getting physical

Your road back to physical (and mental) fitness should proceed according to a few simple rules. • Enjoy the exercise you are doing. The obvious moral pleasure is not enough to keep you at it.

about three times a week. • Exercise for a short, sustained period of, say, 30 minutes per ses-

• Exercise at the right intensity. Your training heart rate (THR) may be a useful measure. To calculate it, subtract your age from 220, and multiply this figure by 75 per cent. For example if you are 40, and fairly sedentary your THR will

Next, choose an activity you really enjoy - walking, gardening, rowing, swimming - and do it three times a week for 30 minutes at 135 heartbeats a minute.

Most people lead an active life when they are young, but as the demands of business grow, they may find that the only exercise they get is an hour or two of golf or tennis at the weekend - and

often not even that. The popularity of health and fitness clubs is playing an increasingly important part in getting sedentary people "back on track".

If used properly, a good fitness club can help you get fit. But beware: many managers have the membership card of a club in their wallets as their passport to fitness, only to find constant excuses for

Dr Michael McGannon

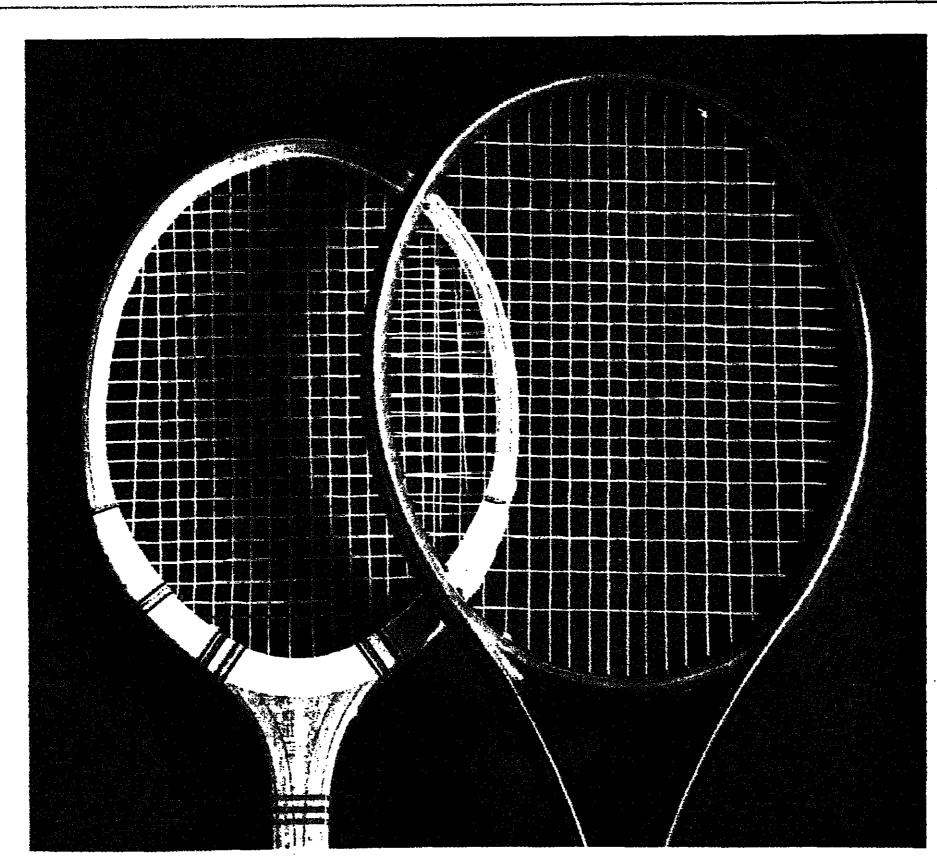
CABINET

ישנים ניי

CONT. A Par \$120 BEA

STERIAL COL

The author is the medical director of the Insead Business Health course.



"Not to change is a sure sign of imminent extinction."

In business you never know what life will serve up next.

So it's not enough just reacting to yesterday.

You must be prepared for tomorrow.

And that's where we can help.

At Andersen Consulting we've made it

our business to consider every aspect of your business.

from people to information technology. Right from the start we work with

From strategy to business processes.

you through every stage. We do this to put you where you

Ahead of the game

belong.



INSIDE WHITEHALL

The state of the s Yesterday the government cut secrecy at the heart of Whitehall, revealing the membership of cabinet committees, whose very existence was previously not even acknowledged. The cloak is being removed from how decisions are made and who makes them

A society now not so secret

13541 distablished 30 12

The state of the s

The second of th

The state of the s

The state of the s

Company of the Compan

man Jan

the state of the s

and then the - 1 de 1

Section 1981

the state of the production

Control for the factor

The state of the s

The state of the s

Walter St.

friend berth. It ber

Court week

white his

the break (ag

Mean way of distinctly page

the provide many

Committee of the state of the s

100

of the case of that The popular

Francis and Lines des

the the manufactor after

ber bei beite berfentere be-

many property, a good for

Boram Geige bed get fich מיום מיום היא היא היא היא ליים ביות היא ביות היא ביות היא ליים ביות היא

aftered by call of a clabace

leave the consequence to leave

THE PROPERTY OF THE PARTY OF TH

Br. M. William

のほんでしない。指式を選

hange

minent

jon.

 $w^{\alpha_{i+1}} \in \mathbb{R}^{n_i \times n_i} \mathcal{M}$

grand and the second

Section 1. Contraction

The state of the state of

ga nama ayan kara

17

CSI \

111

- T-----

.

a water to the term.

LIGHT was was shed on some of the darker recesses of Whitehall secrecy yesterday, but Mr John Major's latest exercise in open government had an air of studied understatement about it. Sir Robin Butler, secretary to the cabinet and head of the Civil Service, who lifted a corner of the veil of secrecy sur-rounding Whitehall, is not a man who is given to grand ges-

The exercise, launched by Mr. William Waldegrave in his capacity as chancellor of the Duchy of Lancaster, was designed to illuminate the instinctively secretive Whitehall establishment that Sir Robin runs for his political masters. It was a partial success. The publication of details of the cabinet committees at the heart of government - and of the detailed instructions to ministers on how to operate the machinery - provided a valuable insight into the way

Robin was obliged to acknowledge, the picture remains far from complete. For those unaccustomed to the intricacies of Whitehall decision-making, the first message of the documents is that very little of the business of government is conducted at full meetings of the cabinet,

The weekly sessions on Thursdays rarely last more than 90 minutes. With occasional exceptions, ministers report on their activities or float ideas rather than become entangled with the minutiae of policy-making. Most decisions are instead taken by much smaller groups of ministers sometimes within the framework of the cabinet committee system published yesterday and just as often in still smaller ad hoc groupings. They provide the infrastructure to support the all-important doctrine of collective responsibility: the unbreakable rule that once a decision has been taken it must be publicly supported by all ministers, whatever

official committee structure that Mr Waldegrave and Sir Robin unveiled - the 16 standing committees and 10 subcommittees that have authority to take decisions on behalf of the cabinet.

The four most important -on home, foreign, domestic and legislative affairs - were officially acknowledged by Mrs Thatcher. While the existence of the others has long been an open secret, technically their activities have remained

Their membership confirms what has long been known about the Whitehall power structure: for example, that the chancellor or chief secretary, and frequently both, have places reserved on virtually every committee in their roles as guardians of the public purse. The prime minister

heads nine of the main groups. Those interested in personal power plays will notice that Mr Michael Heseltine is well represented in his capacity as president of the board of trade. He

agreement to an upgraded ministerial committee dealing with industrial issues. The prime minister has curbed Mr Heseltine's ambitions, though, by giving the group a neutral chairman in the person of Lord Wakeham and by including Mr

Lord Wakeham, the lord privy seal, lives up to his reputation as chief political fixer with the chairmanship of several committees on which departmental rivalries run deep. Mr Waldegrave's principal role as minister for the Cit-izen's Charter has won him a place on all the important

Norman Lamont as its next

most senior member.

domestic committees. So in theory, the interested observer should be able to trace the main decisions of government through the cabinet machinery. That machinery in turn should guarantee each member ample scope to ensure that his or her voice is heard before important decisions are reached. Unfortunately the reality is not quite as simple. Much of the most

Lord president of the council (chairman)
- Lord chancellor - Lord privy seal Chancellor of the Duchy of Lancester Attorney-general - Lord edvocale Parliamentary secretary, Treasury Financial secretary, Treasury - Capitain
of the parliamentary.

The foreign secretary should be invit

to attend or be represented for discussion of Oueen's speeches.

Lord president of the council (chaim - Lord chancesor - Lord prity seal - Welsh secretary - Scottish secretary Attorney-general - Lord advocate - Partiamentary secretary, Treasury - Minister of state, Foreign Office - Minister of state, Home Office - Financial secretary Treasury - Cant

Financial secretary, Treasury - Captain

Committee on Civil Service pay -Terms of reference: to determine the basis of the annual negotiations and consider other matters concerning Civil

Lord president of the council (chairman)

Lord president of the council (chairman)
- Foreign secretary - Chancelfor of the
exchequer - Home secretary - Defence
secretary - Environment secretary - Social security secretary - Chancelfor of
the Ductry of Lancaster - Scottist
secretary - Northern Ireland secretary Employment secretary - Financial
secretary, Treasury

Sub-committee on health strategy— Terms of reterence: the development, implementation and monitoring of the government's health strategy, to co-ordinate policies on issues affecting health. Reporting to committee on home and social affairs.

Lord president of the council (chairman)
- Minister of agriculture, lisheries and
tood - Environment secretary - Welsh
secretary - Social security secretary Chancellor of the Duchy of Lancaster Scottish secretary - Northern Ireland
secretary - Health secretary -

Committee on legislation Terms of reference: to examine draft bills; to consider the parliamentary sensitive business of government is done not in the cabinet committee system but by smaller ad hoc groups with interests in particular policy

Sometimes those are established alongside the standing committees, gaining the title "Misc" or "Gen". On other occasions, such groupings can exist outside any formal structure limiting the capacity of most members of the cabinet to influence important deci-

In her second and third terms. Mrs Margaret Thatcher came to rely almost exclusively on "Misc" committees and ad hoc gatherings to buttress her authority

Mr Nigel Lawson, the former chancellor, only once managed to secure a broad ministerial discussion on the European monetary system. The issue eventually tore Mrs Thatcher's government apart, but it never reached full cabinet.

Questions of procedure make clear that a senior minister's ability to force full cabinet dis-

cussion of any particular issue ing list for high-level docuis tightly circumscribed. Except in the case of a battle with the Treasury over funding, such a request must first win the support of the relevant committee chairman. Even then, the prime minister can

Opening the door: William Waldegrave, chancellor of the Duchy of Lancaster, with Sir Robin Butler, cabinet secretary, yesterday

Yesterday's documents make no reference to the role of Mr Richard Ryder, the chief whip, who has ex-officio membership of all the main groups. Mr Ryder, the prime minister's agent in much of the behindthe-scenes bargaining between ministers, wields considerable but officially unacknowledged influence across Whitehall. Mr Waldegrave insisted yesterday that Mr Major's decision to publish the details signalled his determination to use the

formal committee system. Senior colleagues say he will be also find it difficult to avoid the attractions of the ad hoc approach to settle the competing claims of Whitehall departments. In such circumstances, the standing committee might become little more than a mailments. Sir Robin acknowledged that open government extends only so far. The cabinet office will periodically update the list of committees to include details of ad hoc groups, but will not announce their establishment at the time. Without any apparent hint of irony, Sir Robin said such announcements might be "misleading".

In fact, he is anxious to ensure that outsiders cannot delve too deeply into the process of decision-making. More particularly, he wishes to discourage the appearance in public of differences of opinion between ministers.

Mr Gus O'Donnell, the prime minister's press secretary, made clear yesterday that he would not help journalists to track decision-making through the Whitehall machine by revealing when the committees

In terms of open government Mr Major has so far shone a torch rather than a searchlight into Whitehall. But at least there is some light.

Sub-committee on co-ordination of

urban policy Terms of reference; action on inner cities. Reporting to committee on ho and social affairs.

Environment secretary (chairman) Minister of state, Home Office - Mil

for local government - Economic secretary, Treasury - Parliamentary undersecretaries for technology and

education, health, social security, national heritage and employment departments and from Welsh office.

Scottish Office and Northern Ireland Office

Crity Action Team ministers will be invited to attend for Items in which they have an interest

Sub-committee on alcohol misuse Terms of reference: strategy for combating misuse of alcohol, Reporting to committee on home and social affairs.

Chancellor of the Duchy of Lancas (chairman) - Paymaster-general -Minister of state, Scottish Office Minister for health - Parliamentary undersecretanes for consumer alt-and for schools and trop licens.

and for schools and from Home Office Welsh Office, Northern Ireland Office, Ministry of Agriculture Fisheries and Food, trasport - department and employment department

Sub-committee on women's issues Terms of reference: policy and strategy on issues of special concern to women. Reporting to committee on home and

Employment secretary (chairman) - Paymasser-general - Minister of state, Welsh Office - Minister of state, Department for Education - Parliamentary undersecretaries for consumer affairs, from Social Security, health and emplyment departments, Scottish Office, Northern Ireland Office and Office of the Minister for the Crist Service

The parliamentary secretary, Lord Chancellor's Department, and the parliamentary undersecretaries from the Home Office environment department will also receive papers and be invited to attend as necessary.

transport and from environme

Lobbyists welcome cabinet disclosure

By Alison Smith and Richard Evans

YESTERDAY'S cabinet committee disclosures were widely welcomed as a sign of greater openness.

Knowing how and by whom collective decisions are made is already the common currency of those who make their living lobbying government, or whose business depends on

Big organisations such as the Confederation of British Industry and the Institute of Directors - and large companies with sophisticated lobbying and public-relations sections - thought the move would make little practical difference because much of the information was already avail-

able to them. Mr Nigel Clarke, a director of GJW, a political consul-tancy, said that the publica-tion itself was of limited value. "Anyone involved in this area aiready knows these things exist," he said, "and it does not require the mind of Solomon to work out who's on

None the less, Dr Ann Robinthe Institute of Directors, said: "I welcome more open government because it means better

government." Political lobbyists agreed in hoping the disclosures represented a greater readiness by the government to consult

interested organisations.
Mr Peter Luff, Tory MP for

Worcester and a consultant with the lobbying company Good Relations, expressed a view shared by industry in welcoming the move as "demystifying" relations with

government. He thought it would have a salutary effect on lobbying companies. He said some sold information that encouraged clients to believe they obtained through "conspirato-rial" means, rather than relying on selling good advice

sive case to government. The reforms are likely to help the smail-business sector, where expertise is not as great, and where specialist lobbyists are sometimes brought in to provide informa-

about how to make a persua-

tion that will now be readily available. Mr Stephen Alambritis of

the National Federation of Self-Employed and Small Businesses said the disclosures would be helpful in indicating which ministers were interested in certain subjects.

In general, though, he did not think the current pattern of getting policies across would change much - small businesses, for example, would still be channelled through the Department of Trade and industry and the relevant min-

agreed that it was more important for them to know how to lobby effectively at an early stage, before a subject appeared on any cabinet committee's agenda. That was more important than discovering the identities of members

of cabinet committees. Mr Clarke described much lobbying as going over policy details with middle-ranking departmental civil servants -

where the decision starts". Both categories also agreed. however, that while it would be helpful to know when cabinet committee meetings were taking place, so relevant points could be made, they could see why the government had decided against it. That was because of the danger that ministers could be swamped with too many approaches by

They had clearly come close to sharing a Whitehall view of the world before yesterday's disclosures.

Britain is run. Yet, as Sir their private views. It was the has secured also Mr Major's The people who decide British policy

THE CABINET

Prime minister Leader of the Common Leader of the Lords/lard privy seal Lerd chancellor Chanceller of the exchequer

Home secretary Trade and industry secretary (and president of the beard of trade)

John Major Tony Newton Lord Waksham Morman Lambat

Sentish secretary Welsh secretary Health secretary Lord Mackay of Clashforn Social security secretary Northern Ireland secretary Muleter of agriculture, lists Employment secretary

undersecretary - Robert Key. Northern Ireland: ministers of state - Robert Altins, Michael Mates: undersecretaries - Jeremy Hanley, Earl of Arran. Office of Minister for the Civil Service: Undersecretary - Robert Jackson. Scottlish office: minister of state - Lord Fraser of Carmyllie; undersecretaries - Alian Stewart, Sir Hector Monro. Social security: minister of state - Micholas Scott undersecretaries - Alistair Burr, Ann Widdecombe, Lord Henley. Trade and industry: minister of state for industry: minister of state for trade - Richard Needharr, minister of state for energy - Timothy Eggar, corporate affairs minister - Neil Hamiston; undersecretaries - Baroness Denton, Edward Leigh. Transport: minister of state (avlation and shipping) - Earl of Califfness; minister of state (public transport) - Roger Freeman; undersecretaries - Kenneth Carrille, Steven Norris. Tressury; financial secretary - Stephen Dorrell; psymaster-general - Sir John Cope; economic secretary - Anthony Nelson; undersecretary - Stribard Ryder, Welsh Office; minister of state - Sir Wyn Roberts; undersecretary - Gwillym Jones, Whipe' Office: chief whip in Commons - Richard Ryder, deputy chief whip - David Heathcoat-Amony; chief whip in Lords - Lord Hesketh.

mittee on economic and domestic policy Terms of reference; strategic issues Terms of reference: strategic issues relating to economic and domestic policies - Prime minister (chairman) - Chancestor of the excheduer - Home secretary - Trade and Industry secretary - Lord Privy Sea - Lord president of the council - Early - Chancellor of the Duchy of Lancaster - Scottish secretary - Northern Instanda secretary - Employment secretary - Chief secretary , Treasury

Other Ministers will be invited to attend for items in which they have a

Altorney-general
The chief of defence stait and the
chiefs of staff will attend when

eterial committee on the Guif

Committee on Hong Kong and other dependent territories. Terms of reterence: implementation of agreement with China on luture of Hong Kong; policy towards other dependent territories.

Others including the attorney-general, governor of Hong Kong, British ambassador in Peking, overseas davelopment minister, the parliamentary under-secretary at the parfiamentary under-secretary at the foreign office and the responsible deputy under-secretary at the foreign office may be invited as appropriate.

Committee on Northern treisnd

Prime minister (chairman) - Foreign secretary - Home secretary - Defence secretary - Northern Ireland secretary -Chief secretary, Treasury - Attorney

Other Ministers will be invited as the nature of the business requires.

Committee on science and commented as summent of the chinology
Prime minister (chairman) - Foreign secretary - Trade and industry secretary - Transport secretary - Defence secretary - Minister of agricultura, fishence and food - Emvironment secretary - Chancelor (

The chief ecientific adviser is in

Committee on the intelligence

Lord privy seel (chairman) - Chancellor of the exchequer - Trade and industry secretary - Transport secretary - Lord president of the council - Minister of agriculture, fisheries and tood -Environment secretary - Welsh

MINISTERS OUTSIDE THE CABINET

MINISTERIAL COMMITTEES OF THE CABINET

Committee on defence and oversess policy - Prime minister (chairman) - Foreign secretary - Chancellor of the exchequer - Trade and industry secretary - Defence secretary -

Manuscrial commune on the Guil Terms of reference: to keep under review developments in the Guil region and to co-ordinate any action

Prime minister (chairman) - Foreign secretary - Defence secretary -Committee on nuclear defence policy - Prime minister (cheirman) - Foreign secretary - Chancellor of the exchequer - Defence Secretary

Committee on European securi Terms of reference: defence and security in Europe.

Prime minister (chairman) - Foreign secretary - Chancellor of the exchequer - Defence secretary

Prime minister (chairman) - Foreign secretary - Chancellor of the exchequer - Home secretary - Trade and Industry secretary - Defence secretary - Lord president of the council - Foreign office

Terms of reference: policy on Norther Ireland issues and relations with Irela on these matters.

Emilronnent secretary - Chancellor of the Duchy of Lancester - Scottish secretary - Education secretary - Health secretary - Chief secretary, Treasury

services
Prime minister (chairman) - Foreign
secretary - Home secretary - Defence
secretary - Chancellor of the Duchy of

The chancellor of the exchequer and

Committee on industrial, commercial and consumer affairs - Terms of reference: Industrial, commercial, and consumer lesues including competition

secretary - Chancellor of the Duchy of Lancaster - Scottish secretary -Northern Ireland secretary -Employment secretary - Chief secretary, Treasury

littee on the envi privy seel (chairman) - Foreign secretary - Trade and Industry secretary - Chancellor of the excheque ansport secretary - Minister culture, fisheries and food agriculture, instelled allo loco -Erwironment secretary - Weish secretary - Chancellor of the Duchy of Lencaster - Scottish secretary -National Heritage secretary - Northern Irgiand secretary - Chief Secretary, Transl

committee on home and social attains - Lord privy seal (chairman) - Lord chancellor - Home secretary - Trade and Industry secretary - Transport secretary - Lord president of the council - Environment secretary - Welsh secretary - Social security secretary - Chancellor of the Duchy of Lancester - Socitish secretary - Northern Instand secretary - Education secretary - Health secretary - Employment secretary - Chief secretary, Treasury - Parliamentary secretary, Treasury

The Minister of agriculture, fisheries and food, the attorney-general and the tord advocate receive papers and are invited to attend as necessary.

Committee on Local Government Terms of reference: issues affecting total government including the annual affection of resources.

Lord privy seal (chairman) - Chancellor of the Exchaquer - Home secretary - Transport secretary - Lord president of the council - Environment secretary - Welsh secretary - Social security secretary - Chancelor of the Duchy of Lancaster - Scotlish secretary - national heritage secretary - Education secretary - Heatin secretary - Cherl secretary - Heatin secretary - Cherl secretary. Treasury - Minister for local government

Committee on Queen's speeches and future legislation Terms of reference: to draft Queen's speeches to partiament and the government's legislative programme for each session of parliament.

Malcolm Rifkind
lan Lang
David Hand
Virginia Bottemiey
Peter Lilley
Sir Patrick Maybers
John Baschers
John Bascher

Paymester-general - Minister of state for health - Minister of state for employment - Parliamentary undersecretary for national heritage

The home, transport and education secretaries and the trade and Indus secretary should receive papers and may be invited to attend as appropriate

Sub-committee on public sector pay Terms of reference: to co-ordinate the handling of pay issues in the public sector. Reporting to committee on Industrial, commercial and consumer

Lord privy seaf (chairman) - Chancellor of the exchequer - Home secretary - Trade and industry secretary - Transport secretary - Environment secretary - Chancollor of the Duchy of Lancaster - Scottish secretary - Education secretary - Health secretary - Employment secretary - Chief secretary, Treasury

Other ministers will be invited to attend as the nature of the business requires. -The UK permanent representative to the European Communities is also in

Sub-committee on eastern Europe Terms of reference: Britain's policy of assisting change in former Soviet republics and other former Communis countries in Europe. Reporting to committee on defence and overseas

Foreign secretary (chairman) -

Sub-committee on terrorism consequences. Reporting to committee on defence and overseas policy.

Sub-committee on European questions - Terms of reference: questions relating to membership of the European Community. Reporting to committee on defence and overseas Environment secretary (chairman) -Minister of state, Home Office - Minister of state for trade and industry - Minister

Foreign secretary (chairman) Chancellor of the exchequer - Home secretary - Trade and industry secretary - Trade and industry secretary - Trade and industry - Lord president of the council - Minister of agriculture, fisheries and lood - Environment secretary - Weish secretary - Scottish secretary - Northern Ireland secretary - Ritmelyment secretary - Attorney-general - Parliamentary secretary, Treasury - Minister of state, foreign office

Chancellor of the exchequer - Trade and industry secretary - Defence secretary - Minister of agriculture, harites and lood - Environment secretary - Employment secretary -Minister for overseas development -Minister of state, foreign office

Terms of reference: arrangements for countering terrorism and dealing with terrorist incidents and their

Home secretary (chairman) - Foreign secretary - Defence secretary - Trade and Industry secretary - Transport secretary - Scottish secretary -Northern Ireland secretary - Attorney-general

Sub-committee on London Terms of reference: to co-ordinate policies in the capital.

for housing and planning - Munister for local government - Minister for social security and disabled people - Minister of state for education - Minister of state or health - Minister of state for employment - Economic secretary, Treasury - Minister for transport in London - Parliamentary undersecretary for national heritage Sub-committee on drug misuse Terms of reference; to co-ordinate

national and international policies on drugs misuse. Reporting to committe drugs misuse. Heportung to committee on home and social attains. Lord president of the council (chalman) - Solicoto-general - Paymaster-general - Minister of state for the armed forces - Minister of state for the armed forces - Minister of state (socials) Office - Minister for health - Parliamentary undersecretaries from foreign office, Wetsh Office and for schools

Others, including the minister for oversess development and parliamentary under-secretaries from the Departments of the Environment and Employment may be invited to attend as appropriate and should receive papers.

entrepreneur by civil service standards. Hayden Phillips: - National Heritage. 49. Cambridge. Home Office career ended with a spell in Roy Jenkins' private office at Brussels. Moved to Cabinet Office, then Treasury where he was in charge of cruit-service

executive agencies, Something of an

Tom Legg: - Lord Chancellor's Department. 56. Cambridge. Barrister who loined the department in 1962. Assistant solicitor 1975, SE Circuit administrator 1980-82, Deputy clerk of



Bettishill: - Inland Revenue. 54. Economics. Inland Revocase and Treasury.

Sir Anthony

including principal private secretary to Denis Healey and Sir Geoffrey Howe Central Policy Review Staff, the Cabinet Office think tank.



Office, 54, Glasoow Univ with a soell at the Treasury

Office, 58. Oxford, Via Admiralty and Defence to Welsh Office, with short stay in the Cabinet Office, Chairman

Whitelaw, Seconded to Schroders, the

TOP CIVIL SERVANTS: PERMANENT SECRETARIES WHO HEAD WHITEHALL DEPARTMENTS - Sir Briza Unwin

and head of the Home Chrit Service 54. Oxford. Formerly Treasury official in charge of public expenditure. Was private secretary to Edward Heath 1972-74 and Harold Wilson 1974-75. to cycle to work from Dutwich. The prince" (Peter Hennessy, Whitehall),



Sir Terry Burns: - Treesury. 48. er. Entered the civil service

an economic forecaster at the London

Business School, Was chief economic adviser and head of the Government Economic Service 1980-91 under Sir Geoffrey Howe, Nigel Lawson and John Major. Another keen sportsman

Sir Christopher France: - Defence. 58. Oxford. Treasury man who spent time at the Electricity Council and Defence Ministry before heading Health Department, Principal pr secretary to Tony Barber and Denis Healey. Recreations: "Keeping the house up and the garden down".

Sir Peter Gregson: - Trade and Industry, 55. Oxford, Career civil servant in DTI and its

Private secretary to Harold Wiles to Harold Wilson and Edward Heath 1968-72. Secretary to National Enterprise Board 1975-77. Permanent secretary at Energy Department 1985-89. Recreations: net-making, automation in the потпа"



Joined civil leaving school

decartments to become principal private secretary to Tony Crosland. Freeman of the City of London. Sir Geoffrey Holland: - Employment. 54. Oxford. After career in Ministry of Labour, spent 13 years at the

rising to director. Sir David Gillmore: - Foreign and Commonwealth Office and head of the Diplomatic Service. 57. Cambridge. Postings in Moscow, Vienna and in Postings in Moscow, victima sinc. ... London before becoming high commissioner to Malaysia 1983-86.

Sir Clive Whitmore: - Home Office 57, Cambridge. Rose through Welsh Office, Defence and Cabinet Office to become principal private secretary to Margaret Thatcher 1979-82.

Sir Terence Heiser: -Environment. 60 Permanent secretary at Defence before moving to Home Office in 1988.

Str John Caines: - Education, 59. Oxford, Career in trade and industry and predecessor ministries such as supply and aviation. Chief executive of British Overseas Trade Board 1980-82. Cabinet Office think tank 1983. Permanent secretary at the Overseas Development Admiristration before move to Education in 1989.

Greham Hart: - Health, 52, Oxford.

Most of career spent in Department of Health and Social Security, apart from spell in Cabinet Office think tank. Sir Michael Partridos: - Social Security, 56. Oxford, Entered civil service through ministry of pensions and rose to top of Department of Health and social security with a brief

stay at the Home office. Senior

Fisheries and Food, 59, London

School of Economics. Career spent at the ministry, apart from being private

secretary to Harold Wilson 1966-70.

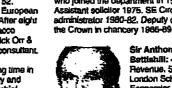
treasurer for the Methodists.

- Customs & Excise. 56. Oxford, Served Service before Treasury in 1968. Cabinet Office and Trackury be moving to Customs & Excise in 1987.

Patrick Brown: - Transport, 52. School of Stavonic and East Europea Studies, London University. After eight manutacturer, he joined Urwick Οπ & Pariners as a management consultant. He joined the Environment artment in 1972, spending time in the Property Services Agency and Transport Department. PSA chiel executive 1990-91.

Secretary of the board of directors,

Minister for the Civil Service. 67. Chartered accountant who joined the Transport Ministry in 1987. Now heads up the Next Steps project team reorganising the civil service into





John Chilcot: - Northern Ireland Office. 53. Cambridge. Rose through Home Office with a period at the Cabinet Office, Principal private secretary to Merlyn Rees and Lord



merchant bank, 1986-87

Tall tales grow in the forest

he UK's forestry policy has left the country with a subsi-dised crop of mature trees whose value is often so low that they cost more to cut down than to sell, according to a report* pub-lished recently by the World Wide

It suggests that new ways of valuing trees could lead to future generations being left with forests which they want and need, rather than servied ranks of densely planted, environmentally unfriendly conifers. WWF says that wildlife hates

densely planted conifer forests, which allow little light to the forest floor, leaving no ground cover, no animals or insects, and consequently no birds. Conifers can also make the soil acidic and leave it unsuitable for growing anything

but the same type of tree. The UK Forestry Commission has already started trying to put a value on the benefits of forestry apart from the value of the timber. It points out that it is far from easy to evaluate such things as land-scape conservation, carbon fixing and job creation in rural areas.

There are now signs, WWF believes, that economic analyses of forestry projects are attempting to describe what it calls "the wider social returns," such as environ-ment costs and benefits. Policy changes include the replacement of tax incentives with targeted grants, as well as new planning proce-

Andrew Christie Miller, chairman of Timber Growers United Kingdom, the trade organisation for private woodland owners, thinks the WWF report brings together all the aspects of work being done to try to provide eco-nomic justification for subsidised

While there are plenty of grants available in the UK, the level of planting in the UK has dropped to the lowest level since the Second World War.

In the private sector in late 1980s, 25,000 hectares per annum were being planted, but this has now slipped below 10,000 hectares

David Blackwell

*Trees and the Treasury. Valuing Forests for Society, by R. Worrell. WWF United Kingdom, Panda House, Weyside Park, Godalming, Surrey GU? LXR.

esidues from agricultural chemicals in crops and water supplies are a growing environmental concern. But they provide a business opportunity for biotechnology, which is set to play a big part in the world's \$20bn (£11bn) a year pesti-

cide industry over the next decade. Insecticides are leading the way in the emerging market for residue-free biopesticides. Sales of biologi-cal insecticides were in the region of \$130m worldwide last year only 2 per cent of the figure for chemical insecticides. Industry predictions put the bio-insecticide market in 2000 anywhere between \$500m and \$2.5bn.

The market has been dominated so far by two international companies, Sandoz of Switzerland and Abbott of the US. They make bio-pesticides from Bacillus thuringien-sis (Bt), a naturally occuring bacterium. Bt produces a protein that kills some insects.

These natural Bt pesticides have been on the market for about 20 years. Farmers have not taken them up enthusiastically, despite their environmental appeal, because they do not kill most insects as effec-tively as conventional chemicals.

Now a group of biotechnology companies, led by Ecogen and Mycogen in the US and Agricultural Genetics Co (AGC) in the UK, is using genetic techniques to develop a more powerful and more diverse range of second contaction. range of second-generation insecti-cides. Large chemical groups such as Monsanto, Du Pont and Ciba-Geigy also have active bio-insecti-

Insects are the most tempting target for biological pest control, says John Davis, Ecogen chief executive. One reason is that the chemical industry has not developed a signifi-cant new class of insecticide since the synthetic pyrethroids 20 years ago. Its recent innovation record is better against the other main types of agricultural pest: fungi and weeds. As a result, some insects are building up resistance to the long-standing chemical pesticides.

Another reason why biotechnology is attacking insects first is the wealth of scientific and technical knowledge built up since the 1960s about Bacillus thuringiensis.

Ecogen, based in Pennsylvania, has a bacterial library of 9,000 strains of Bt collected from around the world. Each produces a slightly different toxin and therefore has a different effect on insects.

The company's new products are based on Bt strains modified geneti-cally through a process known as transconjugation. This is different from the standard genetic engineering technique of "recombinant DNA" which alters the chromosome, the bacterium's central store of genetic information.

Transconjugation involves moving plasmids - extra strands of

Clive Cookson reports on the search for pesticides that kill insects but are safer than conventional chemicals

The bugs bite back



The Colorado potato beetle is a tempting target for biopesticide makers

DNA that some bacteria carry outside the chromosome - from one strain to another. In Bt the plasmids rather than the chromosome carry the insecticidal genes, so scientists have been able to create super-strains with plasmids brought together from different natural strains to have the maximum impact on specific pests.

Ecogen is already selling three bio-insecticides made in this way and one from AGC – to be mar-keted by Ciba-Geigy – will be launched later this year. Their targets include various caterpillars, Colorado potato beetle and European corn borer, gypsy moth and

spruce budworm.

Mycogen, based in California, has most experience of recombinant DNA work on Bt. Last year the US Environmental Protection Agency approved its first two genetically engineered products, one for use on caterpillars and the other aimed at the Colorado beetle.

Mycogen transfers Bt genes into another common bacterium, Pseudomonas, which is then mass-produced and killed. The dead Pseudomonas cells act as a "bacterial

capsule" for the Bt toxins. They therefore persist longer than the original Bt pesticides, which users have criticised because they break down in the environment before they have killed their insect targets.

There has been little environmental opposition to Bt-based biopesticides in the US, because the toxins biodegrade so quickly and leave no residues. Compared with conventional chemicals they are very specific, poisoning the target while doing little harm to other insects and none to birds and mammals.

The Japanese, however, are wary, because current Bt formulations contain not only the toxin crystals but also spores which could in the-ory give rise to new bacteria. They fear that these could infect silkworms – which are culturally if not industrially important insects

"We see no harm at all in having the spores and we have made a Bt that is not toxic to silkworms," Davies says. But Ecogen is now talking to cautious Japanese compa-nies about developing spore-free versions of its products.

Although Bt leads the bio-insecticide field, some researchers are investigating other micro-organisms as a source of toxins. For example Du Pont, the US chemical group, is collaborating with Crop Genetics, an agricultural biotechnology com-pany, to develop insecticidal virus products.

All bio-insecticides are formulated so that growers can mix them with water in a tank and spray on to the crops just like ordinary pesticides. Even so, farmers need to be educated not to expect an immediate "knock-down" as with a chemical

When a susceptible insect ingests Bt toxin, its stomach is paralysed instantly and it stops feeding, but it may not die for three or four days. This can mislead the user into thinking that the spray is working too slowly.

"Once you get over that initial hurdle, growers get a kick out of using a biological product," says Roger Gilmore, chief executive of AGC. "Many of them feel instinctively that it's wrong to use a chem-

Eventually bio-insecticides may face competition from another feat of biotechnology: transfering toxin genes directly into plants, so that the crops then make the poisons in their own cells. Mycogen and Eco-gen are both collaborating with seed companies to do this with Bt enes, while AGC is making use of insecticidal genes present in plants themselves.

It will be well into the next century, however, before many plant varieties have been engineered to kill a wide spectrum of potential pests. By then bio-pesticides are likely to have made many conventional insecticides redundant.

Life beyond the Earth Summit

By Senator Al Gore

t next month's Earth Summit in Rio de Janeiro, the world community has an historic opportunity to move forward in a spirit of global partner-ship to meet the challenges that will define our common future. Sadly, the agreements to be signed at this historic meeting are

hollow shells of the original pro-posals, with little assurance that there will be any real change in policy or practice, and meagre hope that the environmental cri-ses they are intended to confront will be slowed. Regrettably, it was the intransigence of the US negoti-ators that weakened the accords.

For example, the climate change convention was to unite the world in efforts to stabilise emissions of carbon dioxide, the principal cause of global warming, at 1990 levels by the year 2000. Instead, principally because of President Bush's opposition to these targets and timetables, the treaty to be signed contains only vague lan-

guage and no specific goals.

This means that world leaders gathering in Rio must, even now, begin looking beyond the Earth Summit, to build a new global consensus that will create stronger agreements and real progress. We need to create a mechanism to ensure that the parties to the cli-mate convention will meet regularly to strengthen their commitments in the light of scientific developments. We also need to support calls for increased energy efficiency and for increased reliance on renewable energy sources. We must establish a strong and effective mechanism to carry for-

ward the agreements reached at the Earth Summit. I have suggested establishing a Stewardship Council to deal with matters relating to the global environ-ment, just as the Security Council now deals with matters of war and peace. Or we could establish a tradition of annual environmental

Heads of nations must commit themselves to improving overseas development practices to ensure that the projects are sustainable. One of the best ways of doing this is to increase the transparency of lending practices so that local communities and non-governmental groups have the opportunity to comment on proposals.

Working voluntarily, we must use every treaty and alliance,

PEOPLE

every tactic and strategy, every plan and course of action to halt the destruction of the environment and to preserve and nurture our ecological system.

What is needed is a plan - call it a Global Marshall Plan for the environment - that combines large-scale, long-term, carefully targeted financial aid to developing nations. Some strategic goals are obvi-

ous. For example, world popula-tion should be stabilised, with policles designed to create the conditions necessary for the so-called demographic transition the historical change from a dynamic equilibrium of high birth rates and death rates to a stable equilibrium of low birth rates and death rates. This change has taken place in most of the industrial nations and in few-of the

developing nations. We also need to develop envi-ronmentally appropriate tech-nologies – especially in energy, transportation, agriculture, construction and manufacturing.
We must rethink the economic

"rules of the road" by which we measure the impact of our decisions on the environment. We need to establish a system of eco-nomic accounting that assigns appropriate values to the ecological consequences of routine choices made by individuals and companies, and macroeconomic choices by nations.

Governments need a new gener ation of agreements that will embody the regulatory frameworks, enforcement mechanisms, incentives, and mutual obligations necessary to make the overall plan a success. These agreements must be sensitive to the vast differences of capability and need between developed and developing nations. Finally, what is needed is an

ecological perspective that does not treat the Earth as something separate from human civilisation. Looking at the whole means looking at ourselves. If we do not see that we are a

powerful natural force like the winds and tides, we cannot see how we threaten to push the Earth out of balance.

The author is a US senator. His book, Earth in the Balance: Forg-ing a New Common Purpose, is published this week by Earthscan

FT LAW REPORTS

Bank rescue is tax deductible

LAWSON (HM Inspector of Taxes) v JOHNSON MATTHEY PLC House of Lords (Lord Keith of Kinkel, Lord Emslie, Lord

Templeman, Lord Goff of

Chieveley, Lord Jauncey of Tullichettle): May 14 1992 MONEY contributed to the resources of an insolvent subsidiary by its parent company as a term of the sale of all its shares to the Bank of England to remove the threat posed by the insolvency to the parent's business, is a payment to preserve the parent from collapse, not to procure the transfer of

The House of Lords so held when allowing an appeal by the taxpayer, Johnson Matthey plc, from a Court of Appeal decision that its £50m injection into an insolvent subsidiary was a capital expenditure.

shares, and is therefore a reve-

nue, not capital, expense

deductible from profits for cor-

poration tax purposes.

LORD TEMPLEMAN said Johnson Matthey traded in platinum.

In 1984, it owned all the shares in Johnson Matthey Bankers (JMB), a banking company which assisted the financing of its trade.

On September 30 1984, JMB and Johnson Matthey realised JMB was unable to pay its debts and that without further capital it could not open for business the following day. Johnson Matthey also real-

ised that if JMB ceased business as a result of being unable to meet its debts, creditors of Johnson Matthey, particularly those who were also creditors of JMB, would demand immediate repayment and withdraw credit facilities.

if JMB could not open for business the following day. Johnson Matthey could not continue to trade.

in those circumstances. Johnson Matthey agreed to sell the JMB shares to the Bank of England for £1 and to contribute £50m to JMB's resources. The Bank of England agreed

to buy the shares on those The £50m repayment was

enable Johnson Matthey to continue to trade. The objects were achieved and Johnson Matthey continued to trade. -Section 74 of the Income and Corporation Taxes Act 1988 provided that in computing profits of a trade, no sum should be deducted for expenses "not being money wholly and exclusively laid out or expended for the purposes of

The General Commissioners found, and it was not disputed. that the £50m was wholly and exclusively laid out for the purposes of Johnson Matthey's trade. It was made for the purpose of preserving that trade

and for no other purpose. But that finding did not automatically enable Johnson Matthey to deduct £50m in the computation of its profits. The deduction could only be made if the £50m was a revenue, and not a capital expenditure.

The General Commissioners held that as a payment to preserve an existing business, the £50m was of a revenue nature. Court of Appeal concluded the £50m was paid to get rid of the shares. They held it was a capi-

In British Insulated and Helsby Cables v Atherton [1926] AC 205, Viscount Cave said where an expenditure is made, not only once and for all, but with a view to bringing into existence an asset or an advantage for the enduring benefit of the trade ... there is very good reason...for treating such an expenditure as

properly attributable not to revenue but to capital". In the present case the £50m payment did not bring an asset into existence, and did not procure an advantage for the enduring benefit of the trade. So unless the payment was made for the transfer of an existing asset, namely the shares in JMB, the £50m was

not capital expenditure. In Mitchell v Noble [1927] 1 KB 719, 737 Lord Hanworth MR, holding the relevant payment to be an income expense, said "a payment made in the course of business with reference to a particular difficulty ... was made not to secure an actual asset to the comnecessary and was made to pany, but to enable the com-

pany to continue to carry on". In the present case, the £50m was made in the course of business, dealing with the particular difficulty which arose on September 30 1984 as a result of JMB's insolvency; and it was made to enable Johnson Matthey to continue to carry on business unimperilled by its association with JMB.

In Anglo-Persian Oil [1932] 1 KB 124, Lord Justice Romer pointed out that in applying the test in Atherton "enduring meant "enduring in the way that fixed capital endures". The advantage did not need to be positive, but might consist in getting rid of fixed capital of an onerous character.

The item of fixed capital which was got rid of, the JMB shares, were not themselves of an onerous character. The £50m payment had no enduring effect on Johnson Matthey's capital. It prevented the whole of Johnson Matthey's business from being brought to

a grinding halt. In Southern v Borax [1941] 1 KB 111. Mr Justice Lawrence, holding that payments were revenue, said if no alteration is made in the fixed capital asset by the payment, then it is properly attributable to reve-nue, being in substance a mat-

ter of maintenance". By "maintenance" he was taken to mean "preservation". In the present case the expenditure preserved the whole business, though it did not preserve any particular asset.

In Associated Portland Cement [1946] I ALL ER 68, a payment was held to be a capital asset because the company had thereby improved the value of its goodwill and brought into existence an advantage for the enduring benefit of the trade.

In the present case, goodwill was not improved, but saved from extinction.

In CIR v Carron (1967) 45 TC 18 the expense of a new charter which facilitated administration and management of the company was held to be a revenue expense because the object was to remove obstacles to profitable trading.

Their Lordships agreed with both judgments.

The Johnson Matthey/JMB association was a formidable obstacle to trading at all. In Tucker [1979] 1 WLR 683.

Lord Wilberforce said it was logical to start with the assumption that money spent on acquisition of an asset was capital expenditure. He said: Extensions from this are first, to regard money spent on getting rid of a disadvantageous asset as capital expenditure and, secondly, to regard money spent on improving the asset or making it more advanta geous, as capital expenditure."

In the light of the authori ties, it seemed that if the £50m was paid to procure the trans fer of shares it was attributable to capital. If paid to remove the threat posed by JMB's insolvency to Johnson Matthey's continuation in business, it was attributable to revenue.

The £50m was paid solely to enable Johnson Matthey to be able to continue in business The shares were fully paid and worthless. They did not constitute a threat to anybody. JMB's insolvency was a threat to Johnson Matthey,

remove that threat. The £50m was not paid to persuade the Bank to take the shares. It was paid to persuade the bank to rescue JMB.

and the £50m was paid to

The appeal was allowed. LORD GOFF agreeing, said the payment did not become a revenue payment simply because Johnson Matthey paid with the purpose of preserving its trade from collapse. The question was rather,

whether on a true analysis of the transaction, the navment was to be characterised as a payment of a capital nature. That characterisation did not depend on motive or purpose. It depended on whether the sum was paid for the disposal of a capital asset.

On a true analysis, the sum was not paid for the shares. It was paid as a contribution towards the rescue of JMB. It was a revenue payment.

For the Crown: Alan Moses QC and Launcelot Henderson (Inland Revenue solicitor). For Johnson Matthey: Andrew Park QC and Thomas Ivory (Taylor Joynson Garrett). Rachel Davies

Richard Watkins, chief executive of Schroder Securities until he left last week to set up his own Latin American investment banking group, has already lured with him to the new venture two Schroders colleagues. They are Swiss-born Pierre Mourgue D'Algue and Per-Arne Johansson of Sweden two old friends who were in New York when he was there for Hoare Govett in the mid-

> Mourgue D'Algue subsequently ran Schroders' Paris office and has spent the last

Watkins heads exodus from Schroder Securities setting up his own safari park in Kenya. He is likely to be based in Geneva to handle continental European clients.

Watkins, whose interest in the region was cemented by a spell in Caracas, also before he joined Schroders, says LatInvest Holdings, initially capitalised at \$20m, will be run out of both London and New York in the early days, selling the steady stream of Latin American equity issues to US and European investors. One of the founding shareholders is

few months on "sabbatical" - Grupo InverMexico, the Mexican financial services group, and Watkins is now searching for a Brazilian shareholder. In time, however, the bulk of the business is likely to be con-centrated in New York; US

investors are far more familiar with the Mexican and emerging Latin American markets than many of their European counterparts. Watkins' parting from Schroder Securities is said to be ami-

whereas the current opening

cable; the latter's strengths are primarily in the Far East,

offers Watkins the chance to put some of his own capital, as well as all his time, the way of his Latin American enthusiasms. He hopes to have a team of 12 executives in place by the end of the year.

He is not being directly replaced at Schroders. Instead, the new chairman of Schroder Securities is Adam Broadbent, a main board director of Schroders and group managing director of corporate finance. He has just returned from two years in New York at Wert-heim Schroder.

Humphreys and Birkdale: 'a good fit'

go hand-in-hand - there seems

to be a genuine consensus that

Humphreys is one of the nice

Neil McClure, Birkdale's

The appointment of Richard Humphreys as a non-executive director to The Birkdale Group, the marketing and human resources consultancy. will probably be viewed as the most interesting move in the UK marketing world this year.

The second occurred when Humphreys was fairly unceremoniously forced out from Saatchi and Saatchi in February, where he had been president and joint chief executive of Saatchi and Saatchi Worldwide, one of Saatchi's two international agency networks. Saatchi's boss, Robert Louis-Dreyfus, decided that Humphreys should make way for the American, Ed Wax, to take single overall charge of SSAW. week to oversee two days of

Wax was in London last \$\$AW managerial restructuring. Far from gloating at Humphreys' misfortune. Wax was eulogistic in his praise. Throughout the advertising world - where open compli-ments and concealed stilettos

■ Graham Sunderland (above

left), general manager of York-

shire Bank, the north of

England banking group owned by National Australia Bank, is

retiring in June, after 14 years

at the helm and 44 years with

the bank. In the 14 years since

chief executive and also ex-Saatchi, and Simeon Galpert, financial director, formerly with WPP, who have been trying to tempt Humphreys to join since he left Saatchi, are cock-a-hoop. Humphreys says he and Birkdale "are a good fit" and that the intention is for the

guys of the business.

he became general manager, Yorkshire's pre-tax profits have risen from £12m to £107m last year. He is being replaced by David Knight (near left). currently his deputy.

Richard Dunn, chief executive of Thames Television, has been appointed chairman of Independent Television News despite the fact that Thames ceases to be an ITV broadcaster at the end of this year. Dunn has made it clear that Thames intends to retain a 20

company to grow "fast and furious" by acquisitions. He has spent the past two months "travelling the world" looking at suitable purchases. He is sanguine about the prospects for acquisitions, despite the wretched state of those marketing services companies which also gobbled others up in the 1980s; "everybody has learnt a lot since then." Humphreys is to take 814,000

new ordinary shares in the company for 42.2750 a share a 5 per cent discount to the current mid-market price -representing 4.76 per cent of the enlarged share capital of the company.

Birkdale is beginning to pull itself into shape, chalking up modest pre-tax profits -£64,000 - in the six months to September 1991. And once Humphreys takes up a senior executive appointment there later this year, we may hear more of the company - particularly if the economy takes off

per cent stake in ITN.

■ Ewen Macpherson, the new

chief executive of venture capital group 3i, has resigned as chairman and director of the Ship Mortgage Finance Com-pany, a subsidiary of 3L Brian Larcombe becomes the new chairman. It is traditional for the finance director of 3i to take the chair at this offshoot. Macpherson had been 3i's finance director until he was promoted earlier this year, and

replaced by Larcombe.

New directors for Southern Water

William Courtney, who has combined the roles of chairman and managing director of Southern Water since the company was privatised over two years ago, has announced the appointment of a new group naging director.

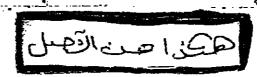
Martyn Webster, 45, the present group finance director. will take over his new duties on January 1 next year.

The move acknowledges the wider role that Webster has progressively played in the development of Southern Water since flotation, and ends an embarrassing episode for the company. The managing director origi-

nally appointed to lead the for-

mer water authority into the private sector was found to be unsuitable shortly after and left almost immediately, leaving Courtney to do both jobs. Webster's role of group finance director will be taken by Raymond King, who will join the main board on January 1, after joining the company as group finance director designate on June 1. King, 39, has spent the past 14 years at ICI in a number of senior finance posts both in the UK and overseas, most recently as

controller, corporate operations, Another new board member from January will be Keith Tozzi, 43, the deputy group technical director, who has been in the water industry since 1966 and has played an important role in the development of Southern's water and wastewater operations.



training the same of the same

the first the second se

in the

ं हमानु ,

and the second

A STATE OF THE PERSONS

ं कार्यात्वर से स्टब्स् स्टब्स्

and the state of the

and the state of t

THE PERSON

with the they be

and managed

· To the thing

" Challes to

A company the left of the

er Securite

a second interpolation

Care Services and Services and

THE STATE OF THE S

Service War

The state of the s

1.5

.... 🐞

Oracle of the control of the control

Opera Iphigénie en Tauride

Welsh National Opera have waited a long time - 45 years, to be precise - before tackling their first Gluck opera. Patience is bounteously rewarded: on Monday his penultimate work surged out into the New Theatre, Cardiff, with unstoppable force and speed: in clock-time the performance lasted just over two hours, in psychological time it passed in a flash, and with a searing immediacy that can have left few in the audience in doubt they were encountering one of the essential masterpieces of

music-drama. No theatre, said Gluck, can be too small for it; but the New, medium in size, "close-up" in sound projection. seems just about perfect as an Iphigénie en Tauride audito-rium. This is an advantage of which the conductor, Charles Mackerras, takes full account. He remains unbeatable as a Gluckian who combines "period" niceness of balance and modern communicative

Playing and singing (in French never less than acceptable) are of the highest quality. Every note is rendered telling, reverberant with dramatic intensity precisely directed. The bareness of the score is made - as it must be - its supreme virtue: the silences speak as eloquently as the sounds, and where a single detail or colour (such as the grimly buzzing string tremolo in Thoas's aria) needs to set the tone, Mackerras works the effect with masterly authority.

It is not spacious Gluck conducting. Edges are hard. Rhythms have a kick. Marbled neo-Classical grandeur gives way to immediacy of impact. This chimes with the style of the production by the admired young French team of Patrice Caurier and Moshe Leiser (UK



Diana Montague as Iphegeneia: worth crossing the country to hear and see

debut). Robes, drapes and columns are thrown out; the set is a box whose mobile partitions have been decorated with faint scratches and striations; the dress is harsh modern (grey skirts for the priestesses, bare feet for all). A single prop (chair, knife) takes on deep resonance as a poetic image. Bleakness is indeed beautiful.

The emphasis is on the trauma suffered by Agamemnon's survivors, the grip of fear and seemingly eternal violence in which both Greeks and Scythians are held. Since the physical action is so fiercely restrained, the smallest physical gesture of consolatory warmth between Pylades and Orestes becomes

an emotional expression of overwhelming power. In all these respects, and in its insistence on seeking out the meaning under the marble, geneia (in France and on

the production plainness manifests a genuinely Gluckian dramatic intelligence; but after a while it begins to seem rather a one-note sort of plainness. There is a lack of conversa-tional variety, of detachment, of "architecture". With the same look of vacant-eyed misery Iphigeneia sing her four very differently expressive arias. Though in a programme interview Mr Leiser marvels at the way "every situation...re-

lates to the suffering that we

can experience nowadays", he

and his partner have not found

a way of "relating" the funeral

rites that should close Act 2.

The decision to cut this sub-

lime passage leaves a scar on

the whole enterprise. Luckily, strong advocacy for the production style comes from the excellent cast. Diana Montague, an experienced lphi-

guilt-visions. Mr Bronder record), has never sung better on any British stage. Her vouthfully vibrant tenor rings soprano-ish mezzo carries a out with exciting freedom; rounded gentleness of timbre Pylades's role in the drama is not usually associated with made movingly fresh and artthis most imposing of dramatic-soprano roles. Perhaps the The dark-toned bass-baritone last degree of dramatic-soprano of Peter Sidhom takes a galfire is missed - but how musilant, health-risking shot at

cally she deals with the tessi-Thoas's exhausting aria (but l tura agonies of "O malheu-reuse Iphigénie!", how clear Mackerras should consider adopting the Gluckian preceand fine her declamation! dent of lowering it a tone). Among the smaller roles the Diana of Alwyn Mellor, an Iphigeneia of the future, stands This titular heroine is worth crossing the country to hear and see; and so are those of the Orestes and Pylades, Simon out. No less than its recent Keenlyside and Peter Bronder. much-acclaimed Pelleas, this On a keyed-up first night Mr WNO Iphigénic en Tauride is a Keenlyside's lean high baritone bold stage venture vindicated sounded hard tested, but he, by its music-making. more than anyone else on stage, finds the expressive centre in economy of gesture and

movement - and nowhere more than in the brilliantly

staged account of Orestes's

Max Loppert

Cannes Film Festival/Nigel Andrews

Quirks of fate supplement the prize line-up

they used to show a feature film on the last night of term. No matter what it was ~ Citi-had nothing left to throw at zen Kane or Carry On Up. The - them. Now more than ever was Khuber - the same air of it rich to leave. punchdrunk euphoria reigned. The final days brought some The assembled schoolboys piquant addenda, but they knew that their bags were packed and that there were

twelve hours to freedom. It was the same at the end of the 45th Cannes Film Festival. We had written our final exam papers and attended every competition sitting; soon we would hear about the prizes. Now all we had to do was to watch Tom Cruise in the noncompetitive closing movie Far And Away. This exuberant load of tosh, the first film shot in 65-millimetre since Ryans Daughter, has Cruise as a young Irish peasant who streetfights his way from Connemara to Oklahoma, via Boston, in the 1890s while falling in love with Nicole Kidman (a.k.a. Cruise's offscreen girl-

The Cannes audience loved the film. They cheered when Cruise first kisses Kidman in front of a snow-patterned window with tinkly Christmas harp music from John 'ET' Williams. They cheered the climactic Oklahoma land race

t my prep school and ensuing punch-up between they used to show a hero and villain for Miss Kidman's hand. Most of all they cheered the fact that Cannes

> The final days brought some were provided less by Hollywood than by North America's shoestring divisions. The expected mega-treats disappointed. David Lynch's Twin Peaks: Fire Walk With Me is a catchpenny prequel to the TV series; Sidney Lumet's A Stranger Among Us is daft cop thriller with Melanie Griffith going undercover among New York's Hasidic Jews, and Gary Sinise's Of Mice And Men is a Steinbeck adaptation notable only for John Malkovich's touching Lenny.

> I enjoyed far more two lesser-budget films drawn from their makers' own lives. In the Directors Fortnight actor John Turturro presented his writingdirecting debut Mac. This lowdget tale of a self-made Italian-American housebuilder (Turturro) and his battle for honest values in a corrupt world is a touch loudhailed: like an Arthur Miller script directed by Federico Fellini. But at best it is also powerfully

funny, with Turturro a marvel

in the lead role based on his own father.

From Canada came Jean-Claude Lauzon's Leolo. The 12year-old hero is the film-maker himself, growing up in a ramshackle family flat in 1960s Montreal where puberty, poverty and an army of potty relatives surge around bim. Especially eye-catching are Grandpa, who is dispatched to a mental asylum during the brief intervals when Leolo is not trying to kill him, and musclebound Big Brother who trains himself to look like A. Schwarzenegger but still gets sand kicked in his face by any passer-by. Like Mac the film is loud, episodic and all' Italiana. It is also witty, infectious and winningly candid about sexual self-discovery.

The last days of Cannes are devoted in part to catching up with missed films that colleagues tell you are masterpieces. This is never a gratifying pastime. Either the colleague is right, in which case you are late with the scoop. Or the colleague is wrong, in which case you want

to brain him. Braining has been à la mode at Cannes in 1992. Top of the films I could have spent my life without seeing is Victor Erice's The Sun In The Quince Tree, even though it shared the Prix Pernilla August, the director's du Jury and won the Internawife, who played Bergman's tional Critics Prize. This 21/4hour Spanish docudrama about If you can cope with that

a painter painting, yes, a sunlit dynastic tangle, how about the quince tree manages the evening's other coincidences remarkable feat of seeming and convolutions? America's both artless and pretentious. In The Player, as well as winning Best Director for Robert a grainy mixture of film and video, it drones on trying to Altman, won Best Actor for achieve its quasi-religious min-Tim Robbins, seen here most imalism. But we never feel recently squiring his first film cinematically the sensual as director - the amiable magic of the artistic process, political satire Bob Roberts proclaimed in words by the through the festival. And John real-life painter Antonio Lopez. Turturro, last year's Cannes Nor do we know why there are Best Actor for Barton Fink so many extracurricular shots also brought his directing of railway lines or TV sets debut to Cannes, the glowing in night apartments or aforementioned Mac, and ran Mrs Lopez pottering around off with the prestigious Camera d'Or award for Best So we come to the 45th

First Feature.

Cannes Film Festival prizes. One other Cannes quirk of Jury president Gerard Depardieu walked onto the stage. fate. Bille August was the first with that hunched-shouldered non-American to win the rolling gait we know from a Palme d'Or for four years. The last non-American to win the hundred French movies, like a prize was - Bille August. That bear searching for honey. And was for Pelle The Conqueror in soon we knew which honey-pot 1988. What a tangled web the he was going for. The Palme d'Or winner was Bille August's film festival world weaves. Best Intentions, praised on this This writer is now awarding page last week and cheered himself a personal Palme d'Or for getting through it all - the again at Cannes last night. The majestic Ingmar Bergmanconfusions, coincidences and critical rigors - and is departing into well-fed scripted period epic, based on the lives of Ingmar's own paranonymity in central France. ents, also won Best Actress for

In repertory until May 28, then on tour until July 16

Television/Christopher Dunkley

The feel-good factor

tions of the American gay lobby to the movie Basic Instinct and now RAF widows in Britain to the BBC1 drama Friday On My Mind we can, presumably, expect the formation of an organisation dedicated to the banning of Coronation Street and EastEnders because they fail to show publicans as saints. No doubt Danish aristocrats will get together and agitate for the suppression of Hamlet on the grounds that it portrays a Danish prince as verging on the barmy. The American homosexuals condemned Basic Instinct because, they said, it depicted the supposed murderer as a lesbian. Actually the whole point was that she was bisexual hence the torrid affair with the cop, but never mind that. Must all fiction henceforth portray all lesbians (or bisexuals) as angelic upholders of the law? The widows of four RAF air-crew killed in the Gulf have, we are told, "bitterly condemned" Friday On My Mind because it shows the widow of an RAF pilot, killed in Wales, having an affair with the married man appointed as her

'effects officer". The widows complain that the drama is "over dramatised and inaccurate" and there were, indeed, some pretty silly scenes in the opening episode, notably the widow's hysterical attack on the air traffic control officer and her tearful night time run across the aerodrome. arms outstretched against luscious blue backlighting, into the path of a taxi-ing jet fighter. It did look as though someone had failed to get beyond the opening chapter of Teach Yourself Psychiatry. Nevertheless, it is time that special interest groups gave the general public credit for some imagination and common sense. Everybody belongs to one group or another - rich. poor, black, white, doctors, hairdressers – and if every group succeeded in demands to have its members always portrayed in a flattering light. drama would cease altogether.

We do know the meaning of

"drama" and "fiction".

Today at Lucknam Park near Bath BBC governors and members of management begin a three day conference on the future of the corporation. A deluge of speculation has already inundated us, thanks largely to the inept handling of the reports from 15 internal task forces set up to ponder the future of the BBC from many points of view prior to the renewal of the corporation's charter in 1996. Much of this speculation has been malicious, coming from mass media organisations which are in competition with the BRC, and several facts are notable for their absence from the deluge. First, compared with almost any other major British undertaking in the past 50 years from education to textiles, from publishing to the motor industry - British public service broadcasting has been an extraordinary success. Internationally it has the very highest reputation, and nationally it is immensely popular. Second, whatever form BBC financing takes, the viewers and listeners will always pay for programmes, whether via the licence fee, at the supermarket checkout, or through subscrip-

tions. The licence fee has so far

of financing a remarkable diversity. Third, although it must be possible to make heavy cuts in BBC bureaucracy, if you go further and reduce the organisation much more you will lose that critical mass of talent and experience (and also the possibility of internal cross subsidies) which have led to so many programme successes. To destroy the BBC just for the sake of reinforcing the anti-collectivist dogma of current political fash-ion would be a tragedy.

Which does not mean that the BBC should remain unchanged. In its staff, and consequently its outlook and programmes, it has always been steeply inclined towards the arts and humanities and away from science, industry and technology. Since the BBC is much concerned with entertainment a bias of some degree is inevitable, but it has always gone too far. Last week The Late Show on BBC2 took up the once again topical subject of "the two cultures", and one of the scientists present

journalistic rigour as other current affairs programmes? Presumably it must be because, consciously or sub-consciously, broadcasters regard environmentalism as more to do with faith than facts; religion rather than science. That must be why you are not allowed to point out on television that nobody knows how long the famous hole in the ozone layer has been there, five years or five million. Presumably it is why you are not allowed to say that one day's volcanic eruption sends as much dangerous chemical matter into the atmosphere as a whole year of aerosol use by the entire human race. No doubt it is why you cannot tell viewers that 80 per cent (or is it now 90?) of those newspapers driven to the dump in fossil-fuel guzzling motors is used for landfill because the re-cycling industry only has the capacity to use 20 per cent. Such revelations would offend against the faith; what matters is not facts but the feel-good factor. How else can

the same requirements of

evidence, balance, and



Pat Heywood and George Cole as Mr and Mrs Root

pointed out that it had, as ever, taken a major controversy before broadcasters invited scientists into the studio. Admittedly there was, shortly after that Late Show, a splendid Open University programme called This True Book Of Ours

- The Human Body on the history of human anatomy and especially the work of Vesalius. However, this was the exception, not the rule, and the programme did not begin until midnight.

It is significant that the funniest moments in the opening episode of ITV's Root Into Europe came at the beginning when George Cole in the title role was found writing some of the blimpish letters to celebrities which gave rise to William Donaldson's book in the first place. Once away from that pretence and into the realities of the Channel ferry and then Paris, nothing was quite as laughable. It all seemed awfully dated. It is 26 years since Johnny Speight brought us that unforgettable xeuophobic male chanvinist Alf Garnett, and even then the character seemed like something left over from the thirties. Root is a middle class version of Garnett but today, with millions of Britons having become seasoned Continental travellers, it feels terribly old fashioned to be going through the "frightful froggies" and "randy Eyeties" routine again.

Does anybody understand why programmes about the environment are not subject to

conducts Don Giovanni, Sun in

you explain the proud display of a compost box to re-cycle organic waste in BBC2's Happy Families which must have taken several trees-worth of timber to construct? How explain the absence in Channel 4's How To Save The Earth of any evidence from the millions who would presumably benefit from the water and power to be provided by the monopolisation of airtime by the few who opposed its building in their back yard?

The BBC's director-general in

waiting, John Birt, is widel reputed to favour more serious analysis and less trivial human interest material in current affairs programmes. Maybe that why it is becoming standard practice for any BBC programme which wants to do a story about the royal family to present it in the form of analysis of the tabloid press as though television itself would never stoop to such things. This is now habitual on Newsnight, where Jeremy Payman's spootiness about the tabloids is deeply comic, given that he is reduced to feeding not from the same trough but secondhand from others after they have done so. In last week's Public Eye on BBC2 the reporter talked superciliously of "gossip columnists and hacks feeding off royalty" as though she believed herself to be working for god's gift to intellectuals. This from someone whose own script told us that "The family's image has backfired".

INTERNATIONAL TODAY'S EVENTS

BONN

Oper 20.00 Thomas Fulton conducts Simon Boccanegra, with Bernd Welkl in the title role, repeated on Sat. Fri: Ronald Hynd's ballet Rosalinde (773667). Tomorrow in Beethovenhalle: Stanislav Skrowaczewski conducts Bruckner's Eighth Symphony (773666)

BUDAPEST OPERA/THEATRE

Tonight's performance (18.00) at the Erkel Theatre is La Gloconda, sung in Hungarian. The repertory also includes Die Zauberflöte, Hansel und Gretel and Kodaly's Hary Janos. The State Opera has a ballet gala on Sat and Erkel's patriotic opera Bank ben on Sun. Viktor Nagy's new production of Wozzeck opens on May 29. The Madach Theatre has Cabaret and the Andrew Lloyd Webber/Tim Rice musical Joseph and the Amazing Technicolor Dreamcoat.

Tonight at the Bartok Memorial

House, the Failoni Chamber Orchestra plays works by Rossini, Saraste and Paganini. Fri: Gyorgy Oravecz gives a plano recital. Fri and Sun at Buda Castle: Tamas Pal conducts the Salleri Chamber Orchestra in works by Farkas, Mozart and

 Pre-booking for concerts at National Philharmonic Booking Office (Vörösmarty ter 1) and for opera at Central Theatre Booking Office (Andrassy ut 18), also at theatre box offices

■ COLOGNE

MUSIC Dmitry Bashkirov gives a piano recital tonight in the Philharmonie, Tomorrow: Theodora Geraets plays Bruch's Violin Concerto, Sun: Vladimir Ashkenazy conducts symphonies by Brahms and Zemlinsky (2801). The Opernhaus repertory includes Zar und Zimmermann, Carmen and a ballet by Jochen Ulrich (221 8400) THEATRE

George Tabori's Jubilaeum opens tonight in the Kammerspiele. Sat in Schauspielhaus: Werner Schroeter directs a new production of Die Soldaten. 18th century play by Jakob Lenz (221

■ COPENHAGEN

Tivoli Concert Hall 19.30 Rosalind Plowright sings arias by Wagner, Verdi and Tchaikovsky, with the Tivoli Symphony Orchestra Greenwood, Tomorrow: Paavo

Berglund conducts Sibelius' Fifth Symphony. Sat: Leif Segerstam conducts Mahler's Seventh. The season runs till mid-September (3315 1012)

the house.

■ FLORENCE MAGGIO MUSICALE

Tonight at 20.30 in the Teatro Verdi, Valery Gergiev conducts soloists and ensemble of the Kirov Opera in a concert performance of Mussorgsky's Salammbo. Tomorrow: Prokofiev's Alexander Nevsky and Shostakovich's Fifth Symphony. Tomorrow in Teatro della Pergola: Heinz Holliger and Andras Schiff, Next Tues; Pekinel Sisters. The festival continues till July 1 (277 9236)

FRANKFURT MUSIC

Music from the Musicals is tonight's show at the Alte Oper. Tomorrow: Evgeny Kissin plays Mozart's Plano Concerto No 27 with the Lithuanian Chamber Orchestra, Fri: Tabea Zimmermann and Hartmut Höll play Brahms viola sonatas. Sat Lorin Maazel conducts Pittsburgh Symphony Orchestra (1340 400). The Opernhaus has a new production of Aribert Reimann's Troades on Sat, conducted by Hans Drewanz and staged by Kurt Horres. The only other performances this week are William Forsythe's ballet Slingerland, on FrI and Sun THEATRE Tonight's performance at the

Schauspielhaus is The Merchant of Venice, directed by Wolfgang Engel, also Fri. Tomorrow: Uncle Vanya (2123 7444). The English Theater Kaiserstrasse has August Wilson's Pulitzer Prize-winning play Fences, daily except Mon (2423 1620)

LONDON

Covent Garden 19.00 I Puritani with June Anderson and Giuseppe Sabbatini, also Sat. Tomorrow: La bohème. Fri: Salome (071-240 1066) Coliseum 19.00 Nicholas Kok conducts a revival of David Freeman's ENO production of Monteverdi's The Return of Ulysses, with Anthony Rolfe-Johnson and Jean Rigby. Runs till June 19. Tomorrow: John Buller's new Bacchae opera (071-836 3161) Royal Festival Hall 19.30 Yan Pascal Torteller conducts the Philharmonia in Walton's Crown Imperial, Elgar's Cello Concerto

Elgar's The Kingdom (071-928 (0088 Queen Elizabeth Hall 19.45 Bheki Mseleku, South African jazz pianist. Tomorrow: London Sinfonietta (071-928 8800) Barbican 19.45 Stockton's Wing, Irish folk band. Tomorrow: Academy of St Martin in the Fields (071-638 8891)

(Janos Starker) and Sibelius'

Fifth Symphony. Tomorrow:

NEW YORK

THEATRE The Substance of Fire: Jon Robin Baitz's play about an

intransigent publisher at odds with his grown children (Mitzi E Newhouse, Lincoln Center, 239

 Death and the Maiden: Mike Nichols' Americanised version of Ariel Dorfman's play, with Glenn Close, Richard Dreyfuss and Gene Hackman (Brooks Atkinson, 256 West 47th St, 307 4100).

The Best of Forbidden

Broadway: tenth anniversary edition of Gerard Alessandrini's musical revue (Theatre East, 211 East 60th St, 838 9090). Five Guys Named Moe: the guys are black dancers and singers of extraordinary ability, who perform the songs of the late Louis Jordan (Eugene O'Neill, 230 West 49th St, 239

■ PRAGUE

SPRING FESTIVAL Tonight and tomorrow the Vienna Symphony Orchestra, conducted by Rafael Frühbeck de Burgos. gives concerts at the Smetana Hall. Tonight's other events include a recital of Liszt piano transcriptions by Leslie Howard at the Rudolfinum and a concert of music for brass by the Wallace Collection at the Wallenstein Palace. In tomorrow's concert by the Suk Chamber Orchestra at the Rudolfinum. Cristina Ortiz is soloist in Mozart's Piano Concerto No 27. Fri and Sat afternoons at St Vitus Cathedral: Patrick Fournillier conducts Massenet's oratorio La Vierge. Sun and next Tues in Estates Theatre: Charles Mackerras

Rudolfinum: Academy of Ancient Music. Mon: concerts by Orpheus Chamber Orchestra and Czech Philharmonic Orchestra, Tues: concerts by Prague Chamber Philharmonic Choir and Slovak Philharmonic Orchestra (cello soloist Julian Lloyd Webber). The festival runs till June 1

(530293).

 Other events outside the festival programme include a new production of Ambroise Thomas' opera Mignon, opening on Sat at the Prague State Opera (formerly Smetana Theatre). The National Theatre has Katya Kahanova tonight and La bohème on Sat. More information from city centre ticket agencies (Bohemia, Na Prikope 16, 228738, or Melantrich, Wenceslas Square 38 in the passage, 228714) and

■ ROME

theatre box offices.

Teatro Valle 19.30 Nello Santi conducts Silvia Cassini's production of Aida, also Fri and Sun, Tomorrow and Sat at Teatro dell'Opera: The Merry Widow (488 3641)

■ ZURICH

Opernhaus 19.30 Nelio Santi conducts Gianfranco de Bosio's new production of Semiramide. Tomorrow: ballet double bill. Fri: L'Italiana in Algeri. Sat: Rigoletto. Sun: Guglielmo Tell (262 0909) Tonhalle 19.30 Tonhalle Orchestra in works by Gershwin, Shostakovich and Borodin repeated next Tues (201 1580)

European Cable and Satellite Business TV (all times CET) MONDAY TO FRIDAY

2000-2030, 2300-2330 World Business Today - a joint FT/CNN pro-duction with Grant Porry and Colin

Super Channel 0830-0900 (Mon) FT East Europe Report – weekly Indepth analysis from FTTV 2130-2200 (Tues) Media Europe what's new in European modia businees 2130-2200 (Wed) FT Business Weekly - global business roport with James Bellini 0830-0900 (Thurs) Media Europo 2130-2200 (Thurs) FT Eastern Europe Benott 0830-0900 (Fr:) FT Business

Sky News 0130-0200 (Mon), 2130-2200 (Thurs), 0530-0500 (Fri) FT Business Weekly SATURDAY

0900-0930 World Business This Week - a joint FT/CNN production 1900-7930 World Business This

1930-2000 FT Eastern Europe

SUNDAY 1030-1100, 1800-1830 World Bush ness This Week

Super Channel 1800-1836 FT Business Weekly

Sky Mews 1330-1400, 2030-2100 F7 Business

FINANCIAL TIMES

Number One Southwark Bridge, London SEI 9HL Tel: 071-873 3000 Telex: 922186 Fax: 071-407 5700

Wednesday May 20 1992

New realism in Germany

GERMANY has stepped back from the abyss. In a little over 24 hours following Monday's wage settlement, the spectre of damaging strikes in the engineering industry and renewed unrest in the public sector has disappeared. The prospect of a year or more of industrial stability and falling inflation in the western lander are good. But the threat of crisis has not been eradicated; the struggle over how to spread the burden of unifi-

cation has only been prolonged. The sudden outbreak of peace in the engineering industry demonstrates how premature were the plethora of obituaries for Germany's consensus-seeking decision-making. The extent of the compromise, and the speed with which the building workers have fallen into line, demonstrates how much both unions and employers wanted to avoid a confrontation.

Little wonder the west German political establishment has breathed a deep sigh of relief. The wage agreements, while high by German standards, do not spell danger for industrial competitiveness; and the fact that the unions appear to have accepted the need for wage restraint should be enough to remove the threat of

higher interest rates. Yet the canker remains. Prospects in the west may have improved, but the plight of the eastern lander continues to deteriorate. Output per head has collapsed, capital investment is depressingly low, and the official unemployment rate has risen to 15 per cent. Adding all the hidden unemployed on various schemes increases the proportion of the potential work force without jobs to 40 per cent. What economic activity is occurring in the east remains largely dependent on transfers from west German taxpayers. Net transfers are expected to rise to 81 per cent of east Ger-man output this year.

Wage conversion

The root of Germany's economic and social problems is the pace at which wages in the east and west are converging. Parity in the engineering industry is timetabled for 1996. But east German productiv-ity is only a third of west German levels. No wonder eastern industry is unprofitable and the pace of industrial privatisation so slow.

These wage convergence deals should be rethought; but the ease with which skilled workers can migrate mean that wages will still converge faster than productivity. Unemployment in the east will stay high for some time. One way or another the west German gov ernment will have to subside eastern living standards.

Inefficient industries

Yet the government is currently impeding rather than speeding the transformation. The most inefficient industries should be allowed to close; but instead they receive the lions share of subsidies from the Treuhand. Rather than paying people to do nothing, government should instead subsidise employment in the private sector. The subsidies should be temporary: but by closing the gap between east German wages and productiv-ity, they would encourage the growth of private industry, rather than public idleness

Yet whether the transfers subsidise employment or unemploy ment, the flow will continue for years. The cost of these transfers was inevitably going to place great strains on the social consensus in the west. But these strains have been magnified by the unwillingness of the government to demand of the west German people the necessary sacrifices.

The pain is not over. Despite last year's tax increases, public borrowing continues to grow at an unsustainable pace. The government's commitment not to increase taxes further already looks unrealistic. If it plans to stick to its pledge to bring borrowing under control, then government will have to cut spending. The candidates for cuts are numerous - subsidies in agriculture coal and steel, and local government spending. Government at federal and land level must specify where the axe will fall.

The bravery of Mr Kohl's embrace of unification in 1990 has been matched by the poverty of his subsequent policy actions. But the events of the last few months should have taught him and his colleagues the error of their ways. It is time for Mr Kohl to come clean. If the coalition government fails to act decisively, there will be more confrontation and, quite possibly, a new government in 1994.

Half-open government

ment to public scrutiny are welcome if long overdue. The publication of the membership of Cabinet committees will not change the world. And the 130-paragraph Questions of Procedure for Ministers is unlikely to enter the bestseller lists. But the workings of government will become marginally more transparent, allowing voters greater insight into what

goes on in their name. Defenders of the old order such as Lord Armstrong, the former Cabinet Secretary, have warned that the removal of such restrictions means the end of ministerial solidarity. If every backbencher knows that the Cabinet has overturned the recommendation of a committee, the committee members will be unable to maintain straight-faced the convention of collective responsibility. It will be impossible to challenge foreign dictators or vanquish insurgents at home, the doomsters say, if ministers cannot present a con-

vincing picture of unity.

Such scenarios are less than convincing. Ministers who fall out with colleagues are already adept at using the lobby system to advance their case. Cabinet splits emerged during the Falklands War and the miners' strike without seriously impairing the government's efforts. Good government can withstand public scrutiny - indeed is more likely to thrive under it.

The government is promising more openness to follow. Mr William Waldegrave, the minister in charge of the reforms, has found more than 150 restrictions on the disclosure of information which he hopes to tear up. Mr Major wants to clear the attics of Whitehall of old documents withheld from the public long after 30 years has expired.

Veil of secreey

All of this is commendable. Two world wars shrouded British public life in a veil of secrecy which is only now being gingerly cast off. It is often easier to research recent British history in the US with its freedom of information legislation or even in the voluminous records of the old Soviet intelligence services which are now fully open to

public examination.

YESTERDAY'S moves to expose some of the workings of governmore official information available. Computerised data are now largely open on demand. Patients can inspect their medical records. Much more information is published about the performance of

the public services.

But Britain remains a country of unnecessary secrecy. Much government information about safety for example, is unavailable to the public which pays for its collec-tion. If information about the safety of pesticides can be published without breaking commercial confidence, why does not the same apply to new medicines?

Public domain

Fire inspections carried out in London Underground stations are in the public domain; those on British Rail are not. The Transport Department tests new cars for pollution standards and safety and refuses to make the results available to consumers. Coroners' courts withhold documents on fatal accidents from government-

funded safety researchers. Equally, the unfortunate imbroglio over the deaths of nine British servicemen in the Gulf "friendly fire" incident has been magnified by official secrecy. The desire to sweep the incident under the carpet has added to the burden of bereaved families, damaged the reputation of the UK government and almost certainly made transatiantic relations worse.

The government claims that a Freedom of Information Act would not help because it would deluge the citizen with information, much of it useless. Far better, ministers say, to create a culture in which the government machine releases willingly the information which the citizen needs. Such paternalism is not good enough: it is for the citizen to make the decision about what he or she wants to know. If there are reasons for withholding it - on national security, commercial confidentiality or other acceptable grounds - the government must justify it case by case, subject to independent

If Mr Major wants to go down in history as the instigator of open government - an honourable aim - he will in the end have to take on the vested interests which resist a Freedom of Information

ne of the enduring myths fostered by Thais about their country is that there is a peculiar and subtle "That way" of conducting business and politics. The phrase is used to explain everything from compromise and flexibility to corruption and hypocrisy.

Even in the face of evidence to the contrary. Thais have long been proud of what they see as a unique system of avoiding confrontation and unpleasantness. "We That peo-ple hate violence," said a shop owner on Monday from a vantage point at the top of a Buddhist temple, even as gunfire echoed through the capital and rioters set fire to a car in the street below.

The concept of the "Thai way" has been shattered by the events of the past few days. "Welcome to Thailand," said a Thai businessman when he spotted a foreigner in a lift in a city centre office building yesterday. "Land of smiles - and bul-

The sight of soldiers shooting prodemocracy demonstrators - at least 21 people are reported to have been killed and hundreds injured in the past three days - and of rioters ransacking government buildings has appalled local businessmen and foreign investors who once put their trust in the "Thai way"

Army brutality and the savagery of the rioters makes an ugly contrast to the growing industrial and financial sophistication of Bangkok. Thailand has undergone rapid economic development in the past decade, based on foreign investment and export promotion, but the political system of military influence, corruption and patronage has failed to evolve at the same pace.

The fact that this failure, which is shared to a greater or lesser extent by the other dynamic economies of south-east Asia, has become such a critical obstacle to stability in Thailand is disturbing news for foreign investors in the region.

Japan in particular has been mak-ing unusually loud anxious noises. The Japanese government is deeply concerned about the rising tensions in Thai politics and wishes a peaceful and rapid return to order," Mr Koichi Kato, the Japanese government spokesman, said

Foreign investors had been wary of Thailand since last year's coup d'etat arranged by General Suchinda Kraprayoon, who was then armed forces chief and is now struggling to retain his new post as prime minister. Net foreign direct investment from Japan, Europe, the US and elsewhere fell to \$1.2bn last year from \$1.5bn in 1990, and investment in the stock market was down to \$68.5m from \$455m.

But it has taken a series of pro-democracy demonstrations to convince many Thai and foreign businessmen that there was a real danger of confrontation. Less than two weeks ago Mr Olarn Chaiprawat, the senior vice-president of Siam Commercial Bank, said he was telling worried foreigners businessmen that "there would not be anything violent and the situation should return to normal soon".

This week's events will compound the problems Thailand now faces as it seeks continued investment. It faces stiff competition from industrial exporters in south-east Asia, such as Indonesia, which have lower wage costs. Thailand needs infusions of foreign capital and technology to shift the emphasis from textiles and agricultural products to electronics and other hightechnology industries. It also needs to raise from local and foreign

Unequal rates of economic and political development have brought violence to the streets of Bangkok, says Victor Mallet

Ugly roar from a young tiger

sources an estimated \$8bn over the next five years for transport projects in the Bangkok area alone, as well as finding funds for other infrastructure improvements throughout

the country.
For the moment, the economy shows little signs of losing steam. After three years of double-digit economic growth between 1988 and 1990, it expanded by more than 8 per cent last year. While this has made Thais in general and the inhabitants of Bangkok in particular increasingly prosperous, several factors have undermined their sense of wellbeing: severe pollution, the inability of chronically weak political institutions to reflect their concerns, and the absence of the rule of law.

It is no coincidence that the violence has been centred on Bangkok, where the dislocation between economic sophistication and national political immaturity is so glaring. Bangkok is the only large city in Thailand; the metropolis and the area around it account for threequarters of the country's industrial gross domestic product, and it is in Bangkok that most of the educated elite and the middle class reside.

r Chamlong Srimuang, the ascetic Buddhist opposition leader arrested by troops on Monday, is immensely popular among almost all sections of Bangkok society. He opposed corruption during his two terms as the city's mayor and his Palang Dharma (Moral Force) party won 32 of the 35 seats in the general election in March this year.

Nationally, however, the election was won by a coalition of five pro-military parties which used the traditional method of cash hand-outs to buy the votes of millions of peas ants in the countryside. The Samakki Tham (Justice Unity) narty which won the largest num ber of votes was an organisation established after the 1991 coup specifically to entrench the influence of the military establishment in civilian politics. The inadequacy of Thailand's cor-

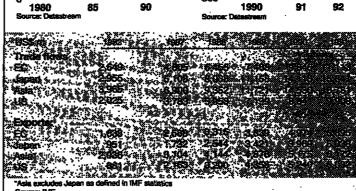
rupt, quasi-democratic political system and its failure to meet the aspirations of Bangkok's middle class is a more profound reason for this week's violence than the ineptitude of Gen Suchinda himself. After he arranged the 1991 coup which overthrew the elected gov-

ernment of Gen Chatichai Choonhavan on the grounds that it was too corrupt, the military surprised and delighted the foreign and local business community by appointing Mr Anand Panyarachun, a respected businessman and former diplomat, as interim prime minister. It was an inspired choice, and the Anand administration was regarded as the best that Thailand has ever Thailand's economy:
Rigerish growth based on exports and foreign investment



900

600



| Total foreign inve | PRINCIPL | | | |
|---|-----------------|---------|--------|--------|
| Baht m (\$1=25.4535 baht) | 1987 | 1988 | 1989 | 1990 |
| Japan | 24,829 | 77,019 | 90,569 | 50,336 |
| UŠ | 4,430 | 17,028 | 14,123 | 22,173 |
| UK . | . 1,993 | 8,367 | 12,493 | 4,362 |
| Others | 3,918 | 4,204 | 24,900 | 9297 |
| By sector | : : | | | |
| Electrical appliance | s 1,137 | 6,309 | 8,497 | TLB: |
| Chemicals · | . 868 | . 1,947 | 2,525 | n.a. |
| Construction | 1,349: | 1,939 | 3,910 | |
| Construction Source: Board of Infesting | | 1,939 | 3,919 | |

had. Mr Anand built on the achieve ments of Gen Prem Tinsulanonda, prime minister for eight and a half years until 1988, by pushing through a series of economic liberalisation measures and resisting demands for more weapons from the military officers who had appointed him.

His tenure, which ended with this year's election and the subsequent imposition by pro-military parties of Gen Suchinda as prime minister, now seems like a pleasant dream compared to the horror of the past

If Gen Suchinda had not underes timated the resentment felt by Bangkok's increasingly educated citizens towards the heavy-handed involvement of the military in politics and business, the country's the country, "is full of optimists. adaptable and dynamic economy would doubtless have muddled through as it has in the past. The violent results of that miscalcula-

tion have now been seen around the world, reducing Thalland's international image, in the words of the Bangkok Post, "to nothing better than a banana republic".

Foreign investors who used to

shrug off Thailand's usually bloodless coups - there have been 18 since the end of the absolute monarchy in 1932 - are now profoundly concerned, although they say it is too early to make accurate predic-

tions of the damage to the Thai "It's very bad news," said one foreign banker yesterday. "I told my staff today that they won't get sacked tomorrow, but that they should have no illusions; this is

going to be bad for our business."
Tourists – more than 5m visited
the country last year and earned Thailand more than \$4bn in foreign exchange - have already begun to cancel holidays. The impact on commerce and industry is more difficult to assess, but rumours of renewed rioting prompted most shops and offices in the capital to send their staff home and close early yester-

day.

The head of one multinational company predicted that Thailand would find it difficult to raise money on international markets and could face difficulties with its balance of payments. Thailand might have lost a year of economic development because of the violence he said. "It looks like you're not talking just about something getting a bit out of control, but a much deeper problem."

hai businessmen appear to be universally gloomy. After a holiday on Monday, the stock exchange index fell nearly 9 per cent yesterday to its lowest level this year, with many stocks falling to the lower limits set by the exchange. Thais queued at banks to withdraw money from their accounts.

In an attempt to calm the markets, the central bank said it had prepared a 30bn baht cash reserve to provide commercial banks with standby baht funds and was ready to draw from its \$20bn foreign exchange reserve to meet any heavy demands for US dollars. For the time being the responsibility for containing the damage to Thailand's reputation as a haven for investors rests with Gen Suchinda and his military colleagues.

The signs last night were not hopeful. In an abrasive statement on national television, Gen Such-inda blamed the violence on com munist instigators, while the citizens of Bangkok — few of them communists - seemed adamant that they would continue to demand his resignation. Although young men with motorcycles have been burning cars and smashing traffic lights in the city centre, Bangkokians rich and poor generally blame Gen Suchinda and the military rather than the rioters for

These are the worst disturbances since the 1970s and one of the hopes espoused by Thais is that their revered monarch, King Bhumipol Adulyadej, will intervene to help change the government as he did when student demonstrators confronted the authorities in 1973. Another possibility is a split in the military and yet another military

"Thailand." wrote Joseph Wright in The Balancing Act, his history o Thais like to believe that things, sooner or later, will work out for the best." Yesterday, however, Thais were uncharacteristically pessimistic, knowing that they will need to call on all their famed spirit of compromise to return the country to political and economic stability after the disastrous events of

PERSONAL VIEW

Bring back apprentices

By Malcolm Craig



Reports of skill shortages, although inconsistent across the UK, do have some sub-stance. In particu-lar, the skills required by manu-

facturing compa-nies and by users of information technology have become a focus of

There have been various theories about causes. One of the most common is Britain's failure to invest in training. But little consideration has been given to a possible relationship between skill shortages and the decline in apprenticeships. This decline shows signs of slowing, ICI and British Steel have significantly increased the number of apprentices being recruited. There is little evidence, however, that this has become a national trend. It can be argued that neglect of apprentice provision has damaged the UK's

industrial base. Critics of the old apprentice system claimed that it was rigid and nurtured prejudices about skills and how they should be taught. Apprenticeships, they said, had become too closely identified with restrictive craft practices, in particular the strict demarcation of work.

Changes were needed in the design, timing and presentation of apprenticeships. But the response to put them into decline – has proved to be a mistake, and is a good example of throwing the baby out with the bath water.

The "baby" is job-specific training and education. Too much training today is in the form of short courses, isolated from actual jobs. Fundamental to the concept of apprenticeship is the aim of introducing a person to a specific area of employment to learn essential skills and knowledge. This is in sharp contrast to teaching someone skills and knowledge that, it is claimed, can be transferred to different jobs. An apprentice joins a group of

like-minded people who wish to follow a particular occupation, and to reach a predetermined goal; in other words, learning is both directed and purposeful. The professions - medicine, law, accountancy - have retained the concept of apprenticing. Practitioners serve what can be recognised as an apprenticeship for an agreed period to reach agreed goals. The profes-

sions recognise that learning needs to be grounded in a context that makes it meaningful People in non-professional roles have had a hotch-potch of programmes imposed on them by training providers. These programmes, particularly in construction, engineering and the service sector,

rarely have a direct link to specific

occupations and contain only bits of

This approach to vocational training has failed to meet current and future demands for a skilled workforce. There is a need to develop a new apprenticeship system in the UK to provide the skill mix required for changing technology - for example, the introduction of computer numerically controlled machine tools. Greater flexibility is required in combining the types of skill taught, such as the practice adopted recently by a consortium of companies and Wearside College in the north-east for the training and education of electro/mechanical technicians. There is also a need for

time of life should be considered. sultant on training.

flexibility in the allocation of time, currently between one and three

years depending upon the occupa-

There is no reason why someone should not complete more than one apprenticeship in a working life as

part of on-going learning.
While many significant changes are needed, there is a strong case for keeping the concept of apprenticing intact. This has been done in Germany where almost 2m apprenticeship places are filled, the highest take-up in Europe. This is part of a dual system: in-company training places are supported by technical education in vocational schools (Berufsschule). Training continues to be strongly work-related, and adaption to the needs of developing technology takes place within the framework of this system.

By contrast, training in the UK is a mess. It lacks structure, coherence and purpose. The quantity and quality of training is low. With few exceptions, this is true in absolute terms, as well as in comparison with overseas competitors.

Government expenditure on train-

ing is considerable, as ministers point out repeatedly. But it is being dissipated among a wide range of administrative bodies responsible for the training and its measure-ment. These bodies include the Department of Employment, the Department of Trade and Industry and the Training and Enterprise The resources are being misdi-

rected. A strategy for apprentice-ship renewal must involve fewer agencies and government departments. The funding for regenerating apprenticeships should continue to flow through the TECs, but be more narrowly focused. Employers and unions can provide the necessary instruction while ensuring that training is work-related.

In addition to time allocation, The author is an independent con-

HEATHROW-LISBON and FARO MANCHESTER-LISBON

Free tickets to Portugal



TAP Navigator Superdeal. The business bargain to Portugal.

Take a partner before 30 June '92 on TAP's
Navigator (Business Class) to Lisbon or Faro, and that partner goes FREE.

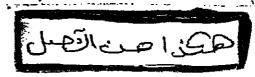
● Fly Navigator to Lisbon and Faro by yourself before 30 June '92, and get an Economy Class ticket to mainland Portugal valid to 31 December 92 FREE (From Manchester this offer applies only to Lisbon).

■ Take a partner Navigator Class to Porto or Funchal, and that person goes HALF-PRICE.

● All offers apply to return tickets on TAP services only. For bookings and the details of all the great TAP Superdeals contact your travel agent, or TAP direct on 071-828 0262, fax 071-828 1742.

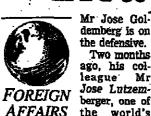


THE SCHEDULED AIRLINE WITH UNSCHEDULED BONUSES.



Edward Mortimer

Reaper of a whirlwind ated to it". Mr Krenak's sup-



The second secon

delines the first to be

The state of the s

The second

Strong States

The same of the sa

The state of the s

10 mg 42 42 4

Projection of the state of the

tare

41 5 Lett \$31.

Solve Bee

12.6

 $\operatorname{clas}(\widetilde{\mathbf{2}})$

· · · ... ;

5.96,500

. 1 . . . 2 . 1. . 1 1

|東京大山山正正RO

. Superdeal

Pormedi

14-1 (SHEEN

1 11972

Salar Contract

Training to be

AFFAIRS the world's defenders of the Amazon rainforest, was sacked as Brazilian environment minister by President Fernando Collor de Mello for publicly accusing the fed-eral agency responsible for pro-tecting the forest — supposedly under Mr Lutzemberger's own ministerial control – of corruption and misuse of foreign funds. With barely 10 weeks to go before the Rio Earth Summit, Mr Goldemberg stepped in as acting minister, while retaining his education portfolio. He thus has responsibility for Brazil's two most urgent problems, after the struggle to contain inflation - and the lat-

money to spend on either. He also has to defend the environmental policies of a country whose already low credibility in that department has been further lowered by Mr Lutzemberger's departure, at a time when, by hosting the Earth Summit, it has invited the scrutiny of environmentalists the world over.

ter means he has very little

He is at least able to say that the rate of deforestation of the Amazon has fallen by half since the government took office, which, he claims, means a 1 per cent cut in worldwide carbon dioxide emissions. This has been achieved partly by the removal of tax incentives, which previously encouraged "development" of the area, and partly by more vigorous policing - though it may also reflect a drop in demand for both timber and cattle due to the country's recession.

But environmentalism does not come naturally to Mr Goldemberg. A nuclear physicist by training, he exudes the self-confidence and certainty of the great 19th-century educational reformers, rather than the diffidence and guilt that are more fashionable among late 20th century scientists. "I'm not an environmentalist," he says frankly. "I'm a scientist who happens to know what causes environmental destruc-tion." He then pulls out a hefty tome, Energy for a Sustainable World, of which he is co-author, to prove that he is, in his own words, "not a completely

Certainly, his attitude is more sophisticated than that of many Brazilians who ask, "how can people in Europe make so much fuss about trees, when three-year-old children here are begging in the street?" (A question usually asked by members of the top 20 per cent of Brazil's population, who receive 26 times the income of the bottom 20 per cent.) But to conclude from that that the rainforest is safe in his hands

Environmentalism does not come naturally to the new man in charge of Brazil's ecology



ment is carrying out the

demarcation of those lands.

Indigenous peoples are thus

already recognised as legal

entities enjoying collective

rights. It seems only a small

step from there for them to

take out patents and sign contracts. One problem that can

be anticipated is that more

than one of them would claim

"ownership" of the same tradi-

tional remedy. Ideally, per-

haps, they should be persuaded

how it could be spent.

Efforts to forge a nationwide

indigenous peoples have so far

quent spokesman is Mr Aylton

indigenous peoples: his move-ment has no elections, no gen-

eral meetings, no groups affili-

tection fund,

into which all

royalties on tra-

ing who should

is a leap many environmentalists will be unwilling to make. In Mr Goldemberg's view, scouring the forest for medicinal substances, on the off chance that "eventually in one of these plants you might find a cure for cancer", is "not what science is about". On the contrary, "to discover things requires a great deal of expenditure and equipment: just because a tree belongs to a people doesn't give them a right to exploit it." He thus brushes to set up a common forest proaside the griev-

ance of the The Brazilian Jaburandi peominister says he is ditional forest nle, who claim 'too reactionary' to products could be paid. But to have discovered the only take alternative there might effective cure medicine seriously well be diffi-culty in agreefor glaucoma, only to see a big interna-tional pharmaceutical comadminister such a fund and

pany buy the entire crop of the plant and patent the formula. The Jaburandi are paid only per tonne of leaves harvested, lough they say it was their knowledge that led to the discovery in the first place. Other Amazonian peoples are now said to be keeping their medical knowledge (for instance, of the contraceptive properties of various plants) a closelyguarded secret, until their right to share in the proceeds can be guaranteed.

Brazil has already, in its 1988 constitution, recognised the Indians' rights to the lands they occupy, and the governples "under the skirts of the padres", instead of enabling them "to participate in Brazilian society while maintaining our own customs". The problem of organising the indigenous peoples is real, but Mr Goldemberg shows no interest in solving it. Stressing his "enormous respect for sci-

porters accuse CIMI of seeking

to group the indigenous peo-

entific knowledge" (and for the research costs involved in converting a traditional herbal remedy into a saleable pharmaceutical drug), he admits that he is "too reactionary" to take alternative medicine seriously; and even where forest products do turn out to have commercial value he doubts the realism of trying to preserve the benefit for forest people.

"The world is a very nasty world," he declares, citing the 19th-century rubber boom which went bust when British adventurers "stole" samples of rubber trees and took them to Malaya, where they were soon able to producer rubber much more cheaply than the Brazilian rubber-tappers could. He claims that schemes to preserve or revive the forest economy always require an unreal istic degree of state subsidy, and that the destiny of most forest dwellers at the end of the 20th century must be to join the great mass movement of urbanisation.

In practice, for most forest people, that could only mean a squalid and marginal existence in the favelas (shantytowns) of the great Brazilian cities. Statistically their life in the forest may be poorer, but there can be little doubt that it is happier and more complete.

Does the law of history and the market forbid them to improve their living standards by any other route? Perhaps mass urbanisation is indeed their unavoidable fate, but there was a time when slavery was regarded as similarly inevitable. History is not static: it is above all a record of changing human attitudes and behaviour. We have learnt to set a value on bio-diversity (the multiplicity of species) and on cultural diversity within the human race. In the Amazon rainforest, both are at stake and preserving one can help to

One way to go about it, and perhaps the most effective in a representative body for the market economy, is to set a price on forest products reflecting the value of the environment and culture which lie behind them. Perhaps Euro-pean and North American conthe forest as its custodians is simply "one person who and pay them a direct salary decided he represented the for performing that role.

Brazil, and the world, can surely improve on Mr Goldemberg's Darwinian fatalism.

LETTERS TO THE EDITOR

Number One Southwark Bridge, London SE1 9HL
Fax 071 873 5938. Letters transmitted should be clearly typed and not hand written. Please set fax for finest resolution

UK must counter ageism in Europe

From Mr Hugh McMahon and Sir Jack Stewart-Clark. Sir, The Department of Employment's commitment to tackling age discrimination as a priority of the UK presidency of the EC ("Over 35 is over the hill for Brussels job-seekers", May 15) will deservedly highlight this issue at European

UK members of the European parliament have for some time been pressing for action to lift upper age limits on recruitment to EC institutions both via the parliament's Intergroup on Ageing and through parliamentary questions. The European Parliament has called several times for action to stop age discrimination in the Community.

The European Court of Justice recently took a small step in the right direction, by raising its upper age for recruitment to executive posts from 32 to 40. But the European Parliament, as well as the Commission, continues to set upper limits of 33.

as a priority, persuade the EC institutions to lift their upper age limits during 1992, and set an example to employers. Hugh McMahon, Jack Stewart-Clark, UK co-presidents of the European Parliament's Intergroup on Ageing

The UK government should,

Now time for Oftel to take on BT

From Mr Peter Knowles. Sir, For once a regulatory body appears to have teeth, witness the reluctant agreement by British Gas to provide a miserly price reduction just meeting the minimum neces-

sary to avoid legal action. Would it be too much to ask that Oftel whips up sufficient enthusiasm and courage to take on the mighty British Telecom and its cosy duopoly? After all, the profits earned

"over the hill at 40"

ling block in finding new jobs.

A recent survey by my com-

pany found that less than 20

per cent of client respondents

aged between 40 and 55 ouoted

age as a barrier to new

appointments. Increasingly

employers are recognising the

26 Park Row, Leeds LS1 5QB

benefits of maturity.

W G Methyen.

(sic) last year must qualify BT as one of the most profitable companies in the world. Consider the population in the UK. compared with the US, and then ask why BT makes more profit than AT&T and all the regional Baby Bells in total.

Should Oftel need help in the courage department please ask them to call. Peter Knowles,

CIC Investments, 17-18 Picton Place, London W1

Clarifying From Mr W G Methoen. Sir, Your report on the policy advisers' of ageism suggests that the EC's policy is as irrelevant and position "stupid" as the employment minister, Michael Forsyth,

From Jack Beatson. The notion of "jobs for life", which is suggested by the pro-posed Brussels policy, has Sir. The statement that regulators and firms believe that the present uncertainty about largely disappeared, but so has the impact of the Financial The minister was right to Services Act on the common law fiduciary duties of advisers point out that the recession and brokers is preferable to the has resulted in experienced and talented people in mid-caintroduction of new legislation reer being made redundant. "Results of City rules review welcomed", May 12) does but being in mid-career is not not represent the complete picnecessarily proving a stumb-

> The responses to a questionnaire circulated by the Law Commission in November 1990 to firms, individuals, regulatory bodies and organisations representing the different interests involved (business, professional and consumer interests) revealed that while many respondents were of the

view set out in your article, many others, including City solicitors, regulatory bodies and several merchant banks, believe that the present uncertainty is unacceptable.

For example, provision is made in regulatory rules for 'Chinese walls' but, although in some instances courts have taken account of regulatory rules in determining whether common law and fiduciary duties have been complied with, on those occasions in which courts have considered the efficacy of 'Chinese walls' (most recently last year) they have not been seen as providing satisfactory protection for clients.

The Law Commission provisionally believes that a short piece of legislation is necessary to clarify the legal position by providing that account should be taken of reasonable regula-tory rules when determining the content of fiduciary duties. This would not represent a further upheaval for firms and their customers. It would rather facilitate the efficient functioning of the market by introducing reasonable cer-tainty as to the duties of advis-ers, brokers and other practitioners.

However the Law Commission wants to obtain as many views as possible on the various options for reform set out in its consultation paper before finalising its recommendations. Jack Beatson. law commissioner.

Law Commission, Conquest House, 37/38 John Street, Theobalds Road

The costs of Concorde that should not be ignored

Telford.

Sir Robin From Maxwell-Hyslop.
Sir, Paul Taylor blandly states ("Concorde: a hard act to follow", business air travel survey, May 11) that 10 years after its introduction on to the North Atlantic service "British Airways was able to report that the aircraft was making a

healthy profit". Yet nowhere does he report that the aircraft were a free gift from the taxpayer to British Airways for which the latter declined to pay a penny of purchase price. certain "post-review capital Nor did that exhaust the public expenditure".

subsidy of this operation; as the select committee on industry and trade recorded in its report on the Concorde in April 1981, there was continuing project support from public funds, which the Department of Trade and Industry then expected to amount to about £123m between 1980-1985. Against this the provision for BA to repay part of its operating surplus to the government permitted even this to be offset by earlier operating losses, and

Unless it is seriously | to land because Concorde has suggested that the taxpayer should again pay huge sums of public money to subsidise supersonic flight in a new generation of aircraft, nobody should be misled into making false judgments about commercial viability based on Concorde experience.

Another omission from the article is the cost to other airlines of Concorde being given priority passage through a "stack" in which less privileged aircraft are forced to such alarming fuel flows at low speed and altitude.

The prospect of greatly extending the nuisance, and very possibly structural dam-age, caused by secondary shock waves from Concorde also needs to be faced before any investment in further supersonic aircraft development takes place. Robin Maxwell-Hyslop,

The White House, 4 Tiverton Road, Silverton, keep their passengers waiting | Exeter EX5 4JQ

A better way to live and work. Krenak who is most often to be found squatting by a log fire in sumers could be persuaded to the "Forest People's Embassy in São Paulo. But according to pay extra for a "rain forest Mr Fabio Vilas, secretary of condom" made from Amazon rubber? Another would be to the Brazilian Bishops' Conference's Conselho Indigenista recognise the inhabitants of Missionario (CIMI), Mr Krenak

OBSERVER

Perks for EC pensioners

■ The removal of Germany's capital from Bonn to Berlin is causing awful soul-searching in the political establishment, not to mention among the good property owners along the banks of the Rhine. So it's nice to hear of some people who stand to do rather well out of

it – for doing nothing.

The European Commission,
bless its boots, has decided that it must recalculate the 'central co-efficient" according to which its employees in Germany get their salaries calculated, and ex-Commission pensioners their pensions. Instead of using Bonn's cost of living for the central figure. it will now use Berlin.

Of course, Berlin is a rather more expensive place to live in than Bonn. If Brussels is rated at 100, Berlin stands on 104, and Bonn on a modest 96. Any suggestion that every EC official in Germany is suddenly going to get a fat pay rise is roundly denied. Berlin, Bonn and the research centre in Karlsruhe all have their own specific co-efficients, to which salaries in each place are tailored accordingly. However that leaves all the EC pensioners in Germany, whose salaries are tied to the

"central" co-efficient. So for them, a nice little windfall of almost 10 per cent, assuming the Council of Ministers approves the .juggling.

Power points ■ There is much in the newly-published Questions of Procedure for Ministers to cause pain to those with their feet on the first rungs of the

ministerial ladder. The publication of the fact have authority to ignore their junior ministers does little for the self-esteem of Westminster's rising stars.

But the section that has caused real anguish in the Commons tea-room is the instruction to ministers to restrict their foreign travel. It then adds insult to serious injury by telling them if they must go abroad on official business they should do so at weekends - and keep a fully-itemised account of their

Bush telegraph ■ George Bush is not exactly on a winning streak at the moment. But if he continues

to get things wrong he might serve as a useful negative index for economic pundits. On Monday he gave a speech to America's house-builders and praised them for leading the economy out of recession. Yesterday morning it was announced new home sales had dropped alarmingly in April. His next speaking engagement, later yesterday, was to the association of retailers. It would be advisable. therefore, to watch the next

retail sales report on June 11.

Frost frozen

■ Whatever one thinks about the relative merits of British and US TV, when it comes to serious current affairs programmes on Sunday morning, the US wins hands down. Whether it's CBS's Face the Nation, NBC's Meet the Press, or ABC's This Week with David Brinkley, most of the political issues of the week generally get a good airing before Sunday lunchtime. In Britain, the early Sunday morning current affairs field has been left very much to

David Frost, television

interviewer of the rich and



powerful. However, his eight-year-old Frost on Sunday programme ends in December. GMTV, which has won the breakfast TV franchise, doesn't think that his 1.4m audience is big enough. Instead, Liz Howell, the **GMTV** director of programmes

Frost, says she wants "a leisure show about the family". Frost is not the only casualty. Business news is going to be scaled back drastically, and entertainer

who has pulled the plug on

Jeremy Beadle will be running a quiz. As for Frost, his best chance of staging a comeback lies with TV-am's planned bid for the Channel 5 franchise. But that is unlikely to be on the air before the end of 1994.

Own goal

■ What on earth is happening to Professor Sir Roland Smith? Ever since he lost his job as chairman of British Aerospace last autumn, he has been shedding his outside directorships. But he is now said to be contemplating stepping down as chairman of his beloved Manchester

The Prof, who not so long ago sat on the boards of more public companies than anyone told an American Chamber of Commerce lunch yesterday that he is "unlikely to remain chairman of Manchester United". However, before he can quit the United directors' bench he has to get the nod of approval from the court of directors of the Bank of England on which he sits. He says that it's the first

has ever been considered by the court. Perhaps it is. But Sir Roland would have gone up in Observer's estimation considerably if he had announced that he was handing in his notice at the Bank of England and devoting more time to United. He would have to attend far fewer board meetings, Old Trafford is much closer to his home, and its financial affairs would benefit from his continued attention.

time such a "mundane point"

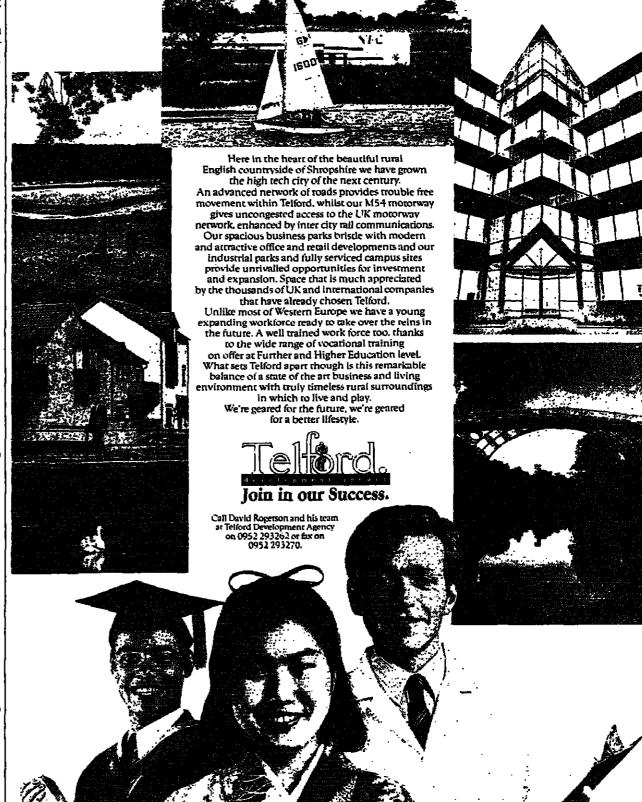
Yesterday's men ■ Such has been the decline of Britain's trade union movement that it is no surprise that the majority of

trade union leaders are not recognised by the average punter. But affairs have come to a pretty low ebb when the front page picture in the workers' Morning Star newspaper labels John Edmonds, general secretary of the 900,00 strong GMB, Britain's second biggest union as Alan Tuffin, general secretary of the 200,000-strong Union of Communication Workers.

Second thoughts

■ Husband to wife: "What would you like for your

Wife: "How about a divorce?" Husband: "I wasn't thinking of spending that much."



FINANCIAL TIMES

Wednesday May 20 1992

TCAM SYSTEMS MONEY MARKETS & TREASURY SOFTWARE

TEL: 071-374 0977

UK shifts focus to stable prices

By Peter Norman and Emma Tucker in London

THE BRITISH government and the Bank of England yesterday refocused their economic strategy on the need to combat inflation amid signs that the country's longest recession since the 1940s is coming to an end.

Mr Norman Lamont, chancellor of the exchequer, told the annual dinner of the Confederation of British Industry that Britain should aim to match Japan's inflation performance, which is very close to price stability", if it wants to be "a first rank com-

mercial power". His theme was echoed in the latest Bank of England quarterly bulletin, which yesterday warned

placency" about the UK's inflation performance. The Bank urged the government to take "firm control of public expenditure" as part of a strategy for price stability.

The warnings came as the gov-

ernment disclosed that manufacturing output grew by 0.3 per cent in the first quarter of 1992, compared with the previous quarter. The increase came after six quarters of falling output. However, overall industrial production, consisting of manufacturing and energy output, fell by 1 per cent in the latest quarter, dragged down by a sharp drop in energy production during the

The decline in overall industrial production suggests first product figures to be published on Friday will show a fall for the seventh successive quarter. Mr Lamont

said sterling's entry into the exchange rate mechanism of the European Monetary System required a "sea change in attitudes to inflation". Devaluation was no longer an option, so excessive pay increases would "translate directly into a loss of competitiveness and hence of market share, profits and jobs".

Mr Lamont said the government was firmly committed to meeting the strict convergence criteria of the Maastricht treaty on economic and monetary union. That would mean firm budget discipline, membership of the narrow bands of the ERM and bringing UK inflation and interest rates "in line with the best in Europe".

But he appeared to damp down expectations that UK interest rates might fall below those in Germany. "Those who argue that we could have had lower interest rates outside the ERM seem con-veniently to forget that only for four months in the 1980s did the UK have lower interest rates than Germany," he said. "I would caution people against underesti-mating the resilience of the German economy. Reports of Ger-

many's industrial demise are greatly exaggerated," he added. But the Bank of England is giving thought to the theoretical possibility of UK rates falling below German levels.

US housing starts fall by 17% in April

By Michael Prowse in Washington

THE BIGGEST monthly drop in US housing starts for more than eight years prompted renewed speculation yesterday that the Federal Reserve might soon signal another cut in interest rates.

Housing starts fell by 17 per cent in April, a far bigger decline than most analysts had expected. The figures were released by the Commerce Department as governors and regional presidents of the Federal Reserve, the central bank, met in Washington

to review monetary policy. On Wall Street the benchmark

long bond closed more than half a point up on the news, signalling traders' hopes of an interest rate cut.

The drop in starts was broadly based, affecting all regions of the country and all categories of residential property.

Following other warning sig-nals, including a decline in new home sales, the drop seems to indicate a loss of mome residential housing, one of the few sectors of the economy to rebound strongly from recession.

The consensus view is that the economy is growing sluggishly, at an annual rate of 2-3 per cent. However, the setback in housing

is likely to fuel apprehension about the pace and sustainability of recovery. Car sales - another critical barometer – remain subdued, while claims for unemployment insurance are well above levels normal in a recovery.

Wall Street analysts have been predicting an easing of monetary policy for several weeks. If the Fed decides to act, the likeliest move is a 1/4-point cut in the federal funds rate to 3.5 per cent, the floor set by the current level of the discount rate, at which the Fed lends to banks. This would trigger a ½-point cut in banks' prime lending rates to 6 per cent. The Fed is under political pres-

sure to ease monetary policy because monetary growth is barely above the lower limit of its 2.5-6.5 per cent target range. How-ever, it may decide that lower rates would only increase fears of higher inflation, putting upward pressure on bond yields and

mortgage rates. Housing starts in April were running at an annual rate of 1.1m, the lowest level since November. However, they were 14 per cent higher than last April, reflecting the strong housing recovery last year.

Treasuries advance, Page 22 Dollar drops, Page 36



Motorcyclists and demonstrators face Thai navy troops blocking the road to Bangkok at a bridge over the Chao Phya river

Thai protesters defy military crackdown

Continued from Page 1

the time of anti-government student demonstrations in 1973. The academics also suggested that Gen Prem Tinsulanonda, prime minister from 1980 to 1988, should return to the post, and

that constitutional amendments

to reduce the power of the mili-

three weeks, but that parliament should not be dissolved.

Many shops, offices and banks reopened in the capital but hurriedly closed again at midday as rumours of looting and violence swept through the city. One hotel boarded up its windows "There's quite a lot of panic in

tary should be passed within commercial circles," said one foreign banker. "There's going to be very little commerce tomorrow."

Some bank branches ran out of cash and queues grew at automatic telling machines and petrol stations. By evening, normally a time of acute traffic congestion. Bangkok's streets were almost deserted. Soldiers, harried by

small groups of youths in the city centre, set up roadblocks and searched motorcyclists, who have been at the forefront of some of

the rioting. On the stock market the SET index fell by nearly 9 per cent to largest daily fall. Some flights into Bangkok were cancelled.

Spain ties EC enlargement to speedy help for poorer states

By David Marsh and Peter Bruce in Madrid

SPAIN will withhold co-operation on enlarging the European Community unless there is speedy agreement to operate a new EC mechanism for channelling resources to poorer countries.

Mr Carlos Westendorp, minister for European affairs, told the Financial Times yesterday that Spain wanted the Community's new "cohesion fund", agreed at Maastricht five months ago, to come into effect at the start of

next year. He also served notice that Britain's £2bn (\$3.7bn) a year rebate from the Community, agreed in 1984 to compensate for undue financial burdens caused by the Common Agricultural Policy, will probably have to be

renegotiated. Germany has already cast a

cloud over Britain's presidency of the Community in the second have expressed scepticism half of this year by suggesting that the rebate will have to be whether the fund needs to be

cut to help improve EC finances. The cohesion fund will represent an important source of funding for Spain's overall efforts to improve its economic structure in preparation for economic and monetary union later in the

The fund, as proposed by Mr Jacques Delors, European Commission president, would channel Ecu2bn (\$2.6bn) a year to Spain, Portugal, Greece and Ireland by

Spain is insisting that the EC settle the financial details of the Maastricht process before negotiations on widening the Community can begin. This means the 12 members will have to clinch an accord on the cohesion fund at the Edinburgh summit in early

for Croats December, Germany and Britain

operating before the end of 1993.

unless agreement was reached,

Spain would be "less co-operative in other operations" - above all,

concerning the plans for Sweden,

Austria and Finland to start EC

entry negotiations next year. "We cannot start thinking of widening

the Community until we have

Mr Delors' proposals, put for-

from Britain, Germany and some

other partners. Roughly half the

extra funds would go to the four

finalised Maastricht."

Mr Westendorp warned that.

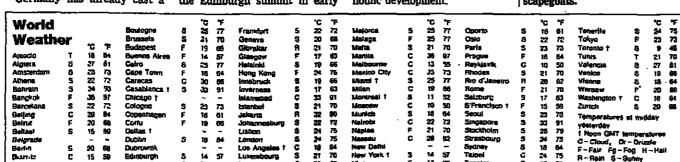
Continued from Page 1 The official media spew a

Serb trial

steady stream of racist propaganda about non-Serbs. A western diplomat said: "We are not questioning the right of Serbia to try war criminals if it is based on real evidence. But there is also a legal and moral responsibility to try criminals from their own side."

Mrs Danilovic says the trial may mark the beginning of a wave of show trials. She says the defendants are being tried for hetnous war crimes, although Yugoslavia was never officially

ward in February, for increasing the EC budget by Ecu21bn up to 1997 have drawn sharp criticism at war with Croatia. But if a wave of trials begins in Serbia, it is likely to be matched in Croatia, where resentment of the perceived seizure of its territory by Serbia, poorer EC members, both through the cohesion fund and runs high. Serbs living in Zagreb. the capital of Croatia, through an enlargement of the have expressed fears that the government will use them as existing structural fund for eco-



THE LEX COLUMN BA flies high

Lord King plays hard to get when it comes to possible airline alliances. But the stock market is showing no such reticence in its increasingly passionate love affair with British Airways. BA's shares have outperformed by more than 55 per cent over the last nine months, and predictably took off again yesterday on the back of better-thanexpected fourth-quarter passenger yields and a 20 per cent jump in the final dividend.

Given the dreadful industry background - and the dismal performance of most of its international competitors - the City is certainly right to applaud the company's navigational skill. The danger, however, is in get-ting carried away. The argument of the bulls is simple enough: if this is what BA can do in a recession, what is it capable of when recovery gets under way, and increased passenger volumes combine with a slimmed-down cost base to transform the bottom line? BA is operationally geared, to be

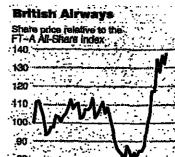
sure, but it is important to remember that growth markets will also be increasingly competitive markets. The signs are already there over the North Atlantic, as reflected by the fall from more than 60 per cent in 1990 to 35 per cent last year in the contribution to operating surplus from the Americas. The immediate threat from American Airlines and United has been headed off, but BA for one is not under any illusion that this state of affairs will last. Europe looks set for renewed turbulence after next year's third phase of liberalisation. While BA should end a winner the impact of independents picking off its most profitable routes should not be discounted.

There is also the question of the company's medium-term financing needs. Cash flow and existing loan facilities should be sufficient to fund the aircraft purchase programme for at least a couple of years. But BA could well come back to shareholders when Lord King finally leads an air-line partner to the altar.

Allied-Lyons

Yesterday's annual figures from Allied-Lyons are very much the product of the company's recent turbulent history. On the surface, pre-tax profits after property disposals rose 28 per cent. But if the 1990-91 comparative figure is adjusted for that year's currency-trading loss, profits would actually have fallen by 2 per cent. More-over, the 1991-92 result is flattered by a £61m credit from sales of busine

FT-SE Index: 2700.6 (-3.0)



which in turn masks a £71m excep tional provision for reorganisation. Cynics might say that unwinding the provision will reduce the quality of earnings in future years. Such a view took the upper hand in the market yesterday, as the shares were marked

down by just over 1 per cent.
All the same, the underlying picture is not had for a recession year. Trading profit, struck before the exceptional items and property disposals. was up by nearly 4 per cent. Hiram Walker is producing impressive growth in Spain and Japan, while the continuing food businesses were up by a healthy 11 per cent. As the new management tightens its grip there should be less reason for Allied-Lyons to trade at a discount to the likes of Guinness and Grand Metropolitan. Its growth could even be faster because it has some catching up to do.

First, however, it must settle its differences with the competition authorities. Though Allied-Lyons claims to have reached an accommodation with the Office of Fair Trading on its publicensing deal with Brent Walker, it is cagey about the details and about how much it will have to water down the accompanying supply agreement. More important to the market is the fate of its joint venture with Carlsberg. Though probably over-rated in terms of its long-term significance, this will hang over the price until the government reaches its decision later in the summer.

TI/Dowty

Dowty has so little ammunition with which to defend itself against TI that a sparkling profits estimate for the

financial year which ended in March was almost inevitable. The company

appears to have reaped an early ha vest from its reorganisation efforts and to have benefited from a spurf in demand during the final quarter. The trouble is that there is not much field on the bones. It is difficult to see where its estimate leaves the outling for the current year, especially since there is not much sign of recovery elsewhere in the sector, Admittedly, there is some justifica

tion to Dowty's arguments about the lack of TT's industrial fit. But TI looks likely to be a more determined seller of the electronics and information technology business, and it has an underwritten offer of 175p on the table. Small wonder the market behaves as if it expects TI to win.

Yorkshire Water

The joint venture between Yorkshire Water and Babcock looks a nea solution to two long-term problems for the UK water industry. Other companies, notably Thames and North West, have already seen the logic of develop ing their engineering skills into sepa rate operations. Their wholly-owned ventures and Yorkshire's more elegant example mark a logical progression in the water sector's diversification away from business regulated by Ofwat. I contrast to earlier deals in which water companies were inveigled into the mysteries of waste management, Yorkshire is investing in an area where its experience is not in ques

The venture has an additional attraction. Water companies' huge investment programmes are spread between treatment plants and under ground pipes. At present, more money is being spent on plants; by the middle of the decade, the companies will generally be investing more in pipes. The question is what to do with the hun dreds of plant process engineers who will no longer be needed.

Yorkshire's answer has been to bring in a specialist engineering partner at once. The joint venture is unlikely to make much money for a year or two. But by the time Yorkshire would otherwise be expensively laying off staff, they should instead be making profits selling services and project skills in the UK and abroad. As for Babcock, the deal represents a timely return to a business which FKI sold off to Biwater four years ago. Doubtless other engineering groups will try to follow suit.

MORGAN GRENFELL UK 'TRACKER' TRUST



He's more successful than the average fund manager.

Morgan Grenfell's UK 'Tracker', which tracks the FT-A All-Share Index, has outperformed almost 90% of all 312 UK Growth, General and Income unit trusts since its launch* 'Tracker' offers:

- •Lump sum investment from £1,000 or monthly savings from £25 per month.
- ●The opportunity to invest up to £6,000 tax-free.

Which all goes to prove if you stick with your existing fund, you could be barking up the wrong tree.

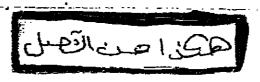
For more information:

Callfree 0800 282465 today.



*Source: Micropal, offer to offer, net income reinvested 1.11.88 to 4.5.92. You should remember that the price of units and the income from them can go down as well as up. Past performance is not necessarily a guide to future performance. Tax levels and reliefs are those applicable at time of print and may change.

applicable at thine or problem of the street of Morgan Grenfell Investment Funds Limited, an appointed representative of Morgan Grenfell Unit Trust Managers Limited. Member of IMRO. 'Tracker' is a registered trademark of Morgan





FINANCIAL TIMES COMPANIES & MARKETS

Wednesday May 20 1992

™NOMURA

Local Commitment Global Capacity

Nomura International plc Nomura House I, St Martin's-le-Grand London ECIA 4NP Telephone: 071-236 8811 Telex: 883119 Member of SFA and ISE

INSIDE

BOC pre-tax profits rise 12% to £162.7m



BOC, the UK industrial gases and healthcare concern, yesterday reported pre-tax profits up 12 per cent to £162.7m (\$299m) for the six months to 31 March, Mr Pat Rich (above), chairman and chief executive, said most markets failed to show signs of recovery and warned that some areas such as Japan were experiencing a slow-down in growth rates. Page 25

To err is human ...

Bic, the French company best known for its disposable pens, is buying Wite-Out, a US group which produces corrective fluids for biotting out mistakes. Page 21

Airline shake-up on the runway



Fokker, the Dutch aircraft manufacturer, is at the centre of an effort to rationalise the Euro-pean regional airliner industry. The driving force for the move appears to the success achieved by the European Airbus consortium in the large airliner business. Page 18

Oil exporters' seek increase

Ministers from the Organisation of Petroleum Exporting Countries gathered in Vlenna look likely to reach a production agreement for the third quarter based on deferring hard choices which, with luck, may have evaporated tomorrow. Page 28

Babcock in water venture Yorkshire Water and Babcock International

yesterday unveiled a joint venture aimed at tackling engineering opportunities in the rapid-ly-changing global water industry. Page 24

Thai market plummets.

Share prices suffered record falls on the Bangkok stock market yesterday, the first day of rading since the military crushed protests against the appointment of General Suchinda Kraprayoon as a non-elected prime minister.

Market Statistics

Base lending rates Benchmark Sovt bonds FT-A indicas FT-A world indices Back Page
FT/ISAMA int bond svc 22
Financial tutures 36
Foreign exchanges 36
London recent issues 22

ABB Aachener & Munch'r

Foster's Brewing General Dynamics

Hospital Corp IAWS Group IBM

KER' TRUST

Liffe equity options London tradit options Managed fund service Money markets
New Int. bond issues
World conuncity prices
World stock mkt indices

ICI Australia

Inti Control

Allied Lyons American Express Anglo-Irlsh Bank Kunick Anglo-Iriah Bei Apollo Metals Arjo Wiggins Astra BHFB BOC BTR Nylex Kurabo inds Kyocera La Calxa Lloyds Bank Midland Bank Babcock IIII Bic Birkdale Group Mitsubishi Corp Nat'l Commercal Bk British Airway: Bull Caslo Olympia & York Concentric Copiex Corp Services Countryside Props Credit Suisse SA Brewing SBC ... Sedgwick Southern Water Dayton Hudson Stratton Inv Trust TDK Tunstall Group Dowty Europunnel Fokker Tuskar Resources

Chief price changes yesterday

Has

25 York Water 27 Yorkshire Bank 18 Young (H) Holdings

704 597 710 532 486 887 TORYO (Yen)

ECHERCH (
PERSON
Amstrad
Barciays
Berry, Birch
Biston B'ssa
Bhitdale
Bristol Water
Brix Alexays
Expol Co Level
Jarvia Porter
Leeds
Monarch Res
Next Stand's Peri Turistali Fall's Study Shop Capital Radik Essex Pura Kurick

Daimler-Benz sees excellent result

By Andrew Fisher in Stuttgart

OTHE FINANCIAL TIMES LIMITED 1992

DAIMLER-BENZ, the German motor, aerospace and electronics group, expects an "excellent result" this year after a strong performance in the first quarter, Mr Edzard Reuter, the chief executive, said yesterday.

Net profits in the first three months were 14 per cent higher at DM480m (\$291m), with turnover gaining 16 per cent to DM22bn. Business growth was faster abroad than at home. For the full year, he said turnover would total around DM100bn

business

is your best strategy?

Consolidate the sector and

diversify into new businesses," is

the answer given by many busi-

nessmen. Tobacco companies. for

example, anticipating a shrinking

US market, have branched out

into areas such as food, drink,

taking a similar route. Faced

with contracting Pentagon equip-

ment spending, companies have

been pushing into commercial

businesses, ranging from envi-

ronmental services to airport

Except for General Dynamics.

The second largest US defence

contractor is auctioning off its

commercial operations. It recently clinched a deal to sell its

missiles division to Hughes Air-

What is under way is a "quasi

liquidation" of General Dynam-

ics, in the words of Mr Cai von

Rumohr, securities analyst with

Cowen & Co. Mr William Anders,

former air force pilot and astro-

naut who took over as chairman

at the start of last year, calls it a

The commercial businesses on

the block, which account for

about \$1bn of the company's

\$8.7bn of annual revenues,

include a subsidiary making civil

aircraft fuselages, a manufac-

turer of avionics test equipment, and a construction materials divi-

craft for at least \$450m.

"plan of contraction".

Now the US defence industry is

retailing and financial services.

Slimming to

While many US defence groups branch into

commercial areas, General Dynamics is

holding an auction, writes Martin Dickson

ou are the chairman of a sion. And this comes on top of the sale earlier this year of doomed to decline. What Cessna, its profitable business jet

fit a shrinking

compared with DM95bn last year, a rise of 11 per cent on 1990. The group's figures for 1991 show that Mercedes-Benz, the car and truck subsidiary, remains the chief profit earner for the group, in spite of the costly diversifications of the 1980s. Mercedes' net profits totalled DM1.5bn,

roughly the same as last year.
One company into which Daimler diversified, the AEG electrical and electronics company, turned in a sharply higher loss of DM624m against DM205m the previous year. This resulted from the DM1bn cost of closing the

subsidiary, to Textron for \$600m.

examination of General Dynam-

ics's strategy by Mr Anders. After toying with the idea of diversification, he has plumped

for the opposite policy: slimming

the company down to four core

These are tactical military air-

craft, where it makes the popular

F-16 and is co-developer of the

US's F-22 advanced tactical

fighter; nuclear submarines;

armoured vehicles, with the M1

Abrams battle tank; and a space

The thinking behind this has

two elements. The first is Mr

Anders's recognition that the

contracting Pentagon budget has left the US defence industry with

"massive overcapacity" which

General Dynamics is concen-

trating on the four core busi-

force their "critical mass" or

selling peripheral defence

operations to boister the

The missiles agreement with

Hughes fits into the latter cate-

gory. General Dynamics is get-

ting out of a commodity product

where it faced tough competition

The second element in his

thinking - that diversification

simply does not work - is more controversial. Mr Anders says

from other suppliers.

strengths of rival companies.

needs to be rationalised.

defence businesses.

launch business.

This is the outcome of an

heavily loss-making Olympia office equipment division, partly offset by a DM490m gain on the sale of its cable activities.

Daimler has already announced an 8 per cent rise in group net income to DM1.9bn - because of inter-company accounting, this figure is not comparable with divisional results - and its first dividend increase since 1986 with a payment of DM13, up from DM12. Earnings per share increased from DM36.20 to DM40.20. Pre-tax income was 5 per cent lower at DM4bn, how

from a sharp drop in the tax bill; for the first time, the group was able to offset losses at AEG and Dornier (part of its aerospace

operation) against tax. Mr Gerhard Liener, finance director, said Mercedes' share of total profits was higher than its 69 per cent of turnover last year. In the first quarter, Mercedes' sales advanced 17 per cent to DM17.1bn, most of the growth coming from foreign markets. especially in western Europe. Waiting time for the new S-class executive model is nine months. ever, the net result benefiting While relieved that an engi-

neering strike had been averted, he said the settlement would result in an "excessive wage burden". Daimler has already embarked on a streamlining programme to squeeze DM4bn a year from total costs by 1995. Mr Reuter said around DM2bn of this

had been achieved. He said internal operating profits should double this year. This would largely reflect the rationalisation moves. However, Daimler will also benefit from the elimination of AEG's losses. Volvo and Renault results,

0.8

General Dynamics Pre-tax profit/loss (\$bn)

Share price (\$) Milita S1.37br \$0.36bn Land \$1.39bn

two independent studies have found that the diversification failure rate among defence companies is "unacceptably high". Diversification would therefore be too risky, especially when General Dynamics is trying to sort out the challenges facing its defence operations. Far better, he says, to sell off its existing com-mercial businesses and return much of this money to shareholders. Investors should "have the opportunity to make their own individual decisions regarding

1991 \$8.75bn

commercial diversification". The shock treatment involves shaking up the four core businesses. General Dynamics over the past 18 months has seen a sharp reversal of its declining profit margins as Mr Anders has improved productivity, slashed the workforce and sought to eliminate bureaucratic

Some analysts fear Mr Anders's pruning may be too severe, while he prompted almost universal condemnation last year - including the ire of the Pentagon with a compensation package which awarded top managers huge cash bonuses for very short term increases in the share price.

The aim, he claimed, was to align "employee interests" more closely with those of shareholders. But critics saw it as an incentive for a handful of executives to grow rich by shrinking the business and firing colleagues. So great was the opposition that the plan was watered down to a more conventional share option scheme - but not Detore Mr Anders and 24 Semior colleagues benefited to the tune of more than \$20m from the com-

pany's contraction. Still, investors have also profited from Mr Anders's strategy. The company's share price has rocketed from \$25% at the start of 1991 to around \$63 now, thanks to the tighter management controls, disposal programme and promise of a large payout to shareholders. The quarterly dividend has also been boosted from 25 cents a share to 40 cents - the

first change since 1984. General Dynamics is now sitting on \$1.2bn in cash and marketable securities and this will grow as the missiles division and

1980 81 82 83 84 85 86 87 88 89 90 91 92

The company will need some of this to lower its debt, for research and development and to cover any potential liability from a dispute with the Pentagon over last year's cancellation of the A-12 aircraft programme.

other assets are sold off.

Mr von Rumohr says the company's free cash by the end of next year could amount to \$53 to **\$64** a share, while the company's remaining "core" operations could bring the total value to between \$79 and \$97. Much depends on the prices the company gets from its disposals. Already the missiles sale looks like raising more than some analysts expected.

So while Mr Anders's basic strategy is as clear as a flight path while many rivals still seem to be groping for a map, it is also likely to produce interesting acrobatics along the way.

Banks set Eurotunnel deadline for dispute

By Robert Peston in London

BANKERS to Eurotunnel are threatening to withdraw its funding unless the Channel tunnel company reaches a settle-ment of its longstanding dispute with its building contractors by

August.
The banks have told Eurotunnel that it must have reached agreement with Transmanche Link, the Anglo-French building consortium, by the time it has spent another £500m (\$920m) on the project. Eurotunnel is likely to have used this money by late

July or August. Eurotunnel is in breach of its covenants and needs to persuade 65 per cent of its bank lenders to waive the relevant covenant by May 29 if it is to continue drawing on loan facilities. As a condition of granting the waiver which they expect to give bankers have set the deadline for

reaching agreement with TML. It is understood that Sir Alastair Morton, one of the company's joint chairmen, has told bankers that it regards the dead-line as "wholly unrealistic". However, Eurotunnel yesterday refused to make any comment.

Eurotunnel has told the banks that there is little chance of being able to assess the vast amount of financial information relevant to the dispute in the

Eurotunnel is also concerned that any possible settlement with TML would lead to a change in the basis of the construction

contract. This in turn would need the approval of 90 per cent of its 220 banks as measured by the value of their loans - and Eurotunnel is fearful that it would be impossible to get such a majority vote. In other words, Eurotunnel

fears that the banks are creating a potentially disastrous financial crisis for the company. Some bankers share this view. However, one of the leading lenders to the group insisted that the deadline for the deal with TML

The dispute with TML is over responsibility for cost overruns. TML is claiming about £1.5bn at 1985 prices for this lump spm contract which was originally expected to cost £620m. Eurotunnel has offered to pay £1bn, leaving a gap of about £500m.

The company has credit facili-ties of around £Sbn, but the main lending facility from commercial banks is for £6.8bn. Of this commercial line. Eurotunnel has already drawn £4bn.

O&Y tells Water **Street investors** they face big loss

By Bernard Simon in Toronto and Robert Peston in London

OLYMPIA & YORK yesterday told holders of securities in its 55 Water Street property, the world's largest office building in New York, that they faced huge losses on their investment but could not rely on O&Y to bail them out.

In a separate development, a UK government minister said no decision on whether to move civil servants to O&Y's Canary Wharf office development in East London was likely to be taken before the deadline faced by banks on whether to force Canary Wharf to file for insolvency protection.

At a two-hour meeting in New

York, O&Y told holders of secured by the 53-storey, 3.6m sq ft building in New York that the slump in the Manhattan property market meant cash flow from the building would be insufficient to service the property's debt from next year.

It told them that by 1994, cash flow generated by the building would have fallen to \$5.2m, as tenants moved out, compared with interest payments on the bonds of \$35.9m.

The Water Street property is one of several buildings in the US which O&Y has financed through single-purpose companies with no recourse to the parent. Bondholders were initially con-

fident this structure would pro-

tect them from O&Y's financial

But, in a pattern likely to be repeated, O&Y warned Water Street bondholders yesterday they would have to rely on their own resources to make improvements to the building which are and service the debt. O&Y estimated improvements

needed to attract new tenants could cost \$100-\$200m over the next five years. About 40 per cent of the building is expected to be vacant by mid-1993.

Meanwhile a UK government minister said it would take "several weeks" for a decision to be made on whether 2,000 Department of the Environment civil servants should move to Canary Wharf or a separate Docklands

Bankers had been hoping for an earlier decision. They must decide by the end of May whether Canary Wharf should be kept as a going concern, because that is when it runs out of cash. Their decision hinges in part on whether they believe the Government will take space at a commercial rate.

The DoE is looking at a number of docklands sites. The frontrunners are Canary Wharf, which has offered the space at £15 a square foot, and Harbour Exchange, which is offering it at

The Department of Transport is even further away from a decision on whether to move 1.000 of its civil servants to Canary Wharf, as is the Department of Trade and Industry, which is looking for space for 350 officials. In the US, O&Y's request to the Water Street bondholders appears to signal the start of a series of negotiations to allow O&Y to continue operating its US properties without court protec-

excluded its US operations from last week's court order giving it protection from its creditors in Canada.

BA shares jump after 119% rise in profits

By Paul Betts, Aerospace

BRITISH AIRWAYS, the UK international carrier, has staged a strong recovery from the worst slump in civil aviation with pretax profits more than doubling in the year to March 31. The 119 per cent increase in pre-tax profits to £285m (\$524m) from £130m the previous year sent BA shares 5 per cent higher yesterday. The company broke even in

the fourth quarter compared with a £210m loss the year before which included £120m in exceptional restructuring charges. The shares rose 15p yesterday

to close at 302p in London. The company is increasing the final dividend to 7.24p, 10.18p for the full year, a rise of 15 per cent. Lord King, chairman, said the performance was "highly creditable" given the impact of the recession and the Gulf crisis on

airline travel. He said BA was in no hurry to forge a partnership with another airline but emphasised he remained committed to the concept of a global airline. "Finding a right partner remains high on the agenda," he said. Merger negotiations between BA and KLM Royal Dutch Airlines col-

lapsed in February. Profits after tax rose 168 per cent to £255m, equivalent to earnings of 35.3p a share against 13.2p last year. There was also an additional £140m after tax extraordinary gain from the sale of BA's engine overhaul business to General Electric of the US.

Turnover rose 5.8 per cent to 25.2hn and BA's passenger traffic was up 1.8 per cent. Lex, Page 16; Background,



INTERNATIONAL COMPANIES AND FINANCE

AMB wins court ruling on Assurances Générales stake

By David Waller in Frankfurt

AACHENER & Münchener Beteiligungs (AMB), Germany's second largest insurance company, has won an important courtroom victory over the status of the large minority stake in the company held by Assurances Générales de France (AGF), the stateowned French insurer.

The Regional Court of Aachen decided the Vorstand or managing board - of AMB was within its rights not to register the voting rights attached to 19 per cent of AMB out of the 25 per cent-plus owned by AGF. Under German company law, the right to accord voting rights on special types of registered shares belongs to the incumbent man-

The French company said it disagreed with the ruling, and would continue attempts to have the shares registered. It maintains that its intentions towards AMB are friendly.
The AMB Vorstand, how-

ever, believes AGF to be mak-ing a scarcely-veiled attempt to win management control. AGF argued before the court

that AMB's tactics were frustrating its own European development strategy, namely closer alliance with Fondiaria, the leading Italian insurance group which now owns 20 per cent of AMB, and with Royal

According to Mr Piers von Simson, a director of S.G. War-burg, the London investment bank advising the AMB Vorstand, the court's decision would put pressure on AGF to enter further talks over co-operation. Earlier attempts stalled over the question of

registering the shares. We are now at the stage where we ought to able to explore whether there is a genuine basis for commercial co-operation," he said yesterday.

AMB said the court had totally rejected AGF's claim that the decision to register the shares' voting rights was against the company's

Adidas slips to DM44m pre-tax

By David Waller

PRE-TAX profits at Adidas, the German sports shoe company. fell sharply last year, reflecting difficult conditions in the sportswear market - in particular stiff competition from Reebok and Nike - as well as the costs of continued restructur-

The group is controlled by Mr Bernard Tapie, who last month was appointed minister of urban affairs in the French

to DM44m last year. Turnover was up just DM11m to

The company, based in the Bavarian town of Herzogenaur-ach, said that last year could be viewed as "as a year of focusing all efforts of the Adidas brand".

Plans to sell off brands such as Pony, Arena and Le Coq Sportif had "neared full completion" in 1991, Adidas said, and further consolidation measures would be taken.

It said that the pre-tax prof-Group pre-tax profits its result was not satisfactory, dropped from DM90m (\$56.6m) but pointed out that excluding

extraordinary costs arising because of factory closures and other restructuring measures. net profits were DM73m last year, down from DM85m in the previous year but a considerable improvement on the loss of DM3m incurred in 1989.

The restructuring led to a streamlining of the group's balance sheet, with total assets falling from DM1.73bn at the end of 1990 to DM1.55bn a year later. This reflected the sale of trade names and the closure of subsidiaries and also a reduction in accounts receivables

Allied-Lyons ahead in all divisions

By Philip Rawstorne

TRADING profits Allied-Lyons, the UK drinks, food and retailing group, rose 9.6 per cent to £815m (\$1.44bn) last year, with strong performances in all its operations.

Taxable profits of £610m compared with the previous year's £476m, when Allied was hit by currency trading losses of £147m.

The group reported yesterday it had reached agreement with the Office of Fair Trading over the leasing of 734 pubs to Brent Walker, the large leisure

industries group. Arguments over the terms of the lease had threatened Allied's compliance with government orders requiring it to free 2,380 pubs from tied beer supplies.

Mr Michael Jackaman, chairman, was confident about prospects for the brewing joint venture with Carlsberg, on which the UK Monopolies and Mergers Commission and the European Commission are due to report next month.

Earnings per share during the year to March 7 grew 1.2 cent to 41 pence, from 40.5p. A final dividend of 13.35p makes a total payment of 200

for the year, up 6.3 per cent. During a year of extensive operational restructuring, the wines and spirits division lifted margins and raised trading profits 10.2 per cent to £410m.

Ballantine's whisky shipments were 5 per cent ahead, with strong volume gains in Spain consolidating the brand's leading position in Europe. Spanish sales of Beefeater gin reached 500,000 cases for the first time.

Food profits were 11.4 per cent higher at £147m, with the sector's international spread cushioning it against tough trading conditions in the UK.

severs link with origins in timber

PINAULT, the french company which recently won a controversial bid for the Au Printemps department store chain, is severing its links with its original timber interests by selling the business to Dapta-Mallinjoud, the French do-it-yourself

The withdrawal from timber marks the culmination of the strategy pursued by Pinault under the chairmanship of Mr François Pinault. He has transformed his family timber company – founded in Brittany in 1963 – into a large retailing group by a series of

audacious acquisitions. The series of deals, which culminated in the takeover of Au Printemps, one of the most famous names in French retailing, has left Pinault with a hefty burden of debt. The proceeds from the sale of the timber business - for an undisclosed sum - will be used to reduce group borrowings which totalled FFr15.5bn (\$2.9bn) at the end

of last year. Pinault has sold a group of companies - including the Lafa furniture businesses and Sofiseb, a kitchen unit manufacturer - with combined sales of FFr1.13bn. Dapta-Mallinjoud, which is quoted on the secondary market in Paris, suspended its shares on Monday pending the

announcement of the acquisition. It sees the deal as a way of expanding its original do-it-yourself interests into new product sectors. After the disposal Pinault will be established as a leading player in the French service sector with the Conforama chain of furniture stores as well as Au Printemps. Pinault's total annual turnover is now estimated at about FFr70bn, with distribution providing 80

per cent of that total. Pinault recently announced that its net profits had halved from FFr1.05bn in 1990 to FFr503m in 1991. That was attributed to a sharp fall in exceptional earnings.

Pinault sale | Setting the stage for realignment

Paul Betts on the future of the European regional aircraft industry

craft manufacturer, is at the centre of an effort to rationalise the European regional airliner industry. The driving force behind the move appears to be the success achieved by the European Airbus consortium in the large airliner business. If a partnership involving Deutsche Aerospace (Dasa).

Aerospatiale of France and Alenia of Italy succeeds in acquiring control of Fokker, it could set the stage for a significant realignment of the Euro-pean regional aircraft business. It would also put pressure on other manufacturers, including British Aerospace and SAAB of Sweden, to accelerate their efforts to find partners or join forces with the proposed alliance between Dasa, Aerospa-tiale, Alenia and Fokker.

In contrast with the large airliner industry – dominated by only three companies (Boeing, McDonnell Douglas and Airbus) - the regional and commuter aircraft industry includes at least nine manufac turers competing in a cutthroat market depressed by the financial problems of smaller

airlines With too much capacity, manufacturers have increasingly sought to rationalise the market through partnerships and other links. Some consoli-

dation has already begun. Bombardier of Canada absorbed Short Brothers of Northern Ireland and, more recently, de Havilland of Canada, after a bid for the Canadian group by Aerospatiale and Alenia was blocked by the European Commission.

In Europe, Aerospatiale and Alenia have pooled their resources to form the ATR



Fokker 100: the Dutch group holds key to rationalisation regional turbopropeller aircraft consortium, and they both joined forces with Dasa last year to set up the Regioliner consortium to develop a new family of regional jets.

It is this German-led partnership which is seeking to take control of Fokker. Although Fokker has recovered from its financial crisis of 1987, when the Dutch government stepped in to take a 32 per cent stake. few believe Fokker can survive without partners.

The Dutch government has also made it clear on several occasions that Fokker would need to find an industrial partner if it wanted to develop a new aircraft. It has said it has no objection in principle to foreign interests acquiring control of companies in which it had a

However, the negotiations etween Dasa, Fokker and the Dutch authorities are understood to be difficult. Any deal is also likely to face intense scrutiny from the European Commission on the grounds it could give the combined group

dominant position in the market. On the other hand. France and Germany have long argued for an industrial policy in Europe to rationalise the regional airliner business.

What makes the situation even more complex is the intricate web of alliances between various European companies on certain projects while these same companies compete on other market sectors.

asa and Aerospatiale are both partners in Airbus, with a 37.9 per cent stake each in the European large airliner consortium. BAe is also an Airbus partner with 20 per cent but is in direct competition with both Dasa and Aerospatiale in the regional aircraft market.

Alenia is an ally of Dasa and Aerospatiale, but it does some subcontracting work for Airbus and is at the same time involved on Boeing and McDonnell Douglas programmes. Its parent company, Finmeccanica, also own 6 per cent of Fokker.

The heavy costs of launching a new aircraft family in a weak market, coupled with Airbus's plans to develop the 125-seat A319 airliner (a shorter derivative of the 150-seat A320). appears to have prompted Dasa

to turn its attention on Fokker. Dasa, which is already co-operating with Fokker on the Fokker 100 jet, clearly saw an opportunity to lead a rationaltion by forging closer links

with the Dutch group. Fokker has been working on plans to develop a smaller 70seat version of the Fokker 100 and eventually a larger 120 to 130-seat derivative. Both aircraft would be direct competitors to the original Dasa-led

Regioliner jet family.

If the talks between Dasa and Fokker succeed, it would be likely to put greater pressure on BAe to find a partner for its loss-making regional aircraft operations. BAe has had contacts with Japanese manufacturers over a possible partnership, but it would also have to consider joining the new European grouping.

Astra surges on strong Losec sales

By Robert Taylor in Stockholm

ASTRA, the Swedish pharmaceutical company, boosted pretax profits by 40 per cent to SKr1.063bn (\$185.2m) in the first quarter of 1992 from SKr757m in the corresponding

period of 1991. The company again forecast that profits for the full year would rise between 20 and 25 per cent to over SKr4bn.

Sales for the quarter climbed 35 per cent to SKr3.7bn from SKr2.7bn, while profit per share rose by 45 per cent to SKr5.55 from Skr3.85.

Sales of Losec, the company's highly successful stomach ulcer drug and the main competitor of Glaxo's Zantac, increased by 72 per cent in the first quarter to SKr991m from SKr577m, with the biggest markets being in Germany, France and Britain. Total sales of Losec (including those made through licence-holders in the US, Italy and Spain) reached SKr1.550bn from SKr880m.

Astra's asthma agent Pulmicort enjoyed a 57 per cent sales increase in the first quarter to SKr414m against SKr264m.

Bull approves IBM alliance

BULL, the French computer maker, yesterday approved details of a wide-ranging accord with IBM, which will pay FFr540m (\$100.9m) for 5.68 per cent of the state-controlled company, writes William Dawkins in Paris. The groups will put into effect their technology, research and commercial alliance from next month.

These securities have not been registered under the Securities Act of 1933 and may not be offered or sold in the Un n or an applicable e mation from the requirements of the Securities Act of 1933. These securities have been previously sold. This announcement appears as a matter of record only.

U.S. \$100,000,000



Nacional Financiera, S.N.C.
(A National Credit Institution and Development Bank of the United Mexican States) acting through its Grand Cayman Branch

9%% Bonds due 1999

Price 99.25%

Bear, Steams International Limited

Chase Investment Bank Limited Lehman Brothers International

Citicorp Investment Bank Limited

Bankers Trust International PLC Credit Suisse First Boston Limited

First Interstate Capital Markets Limited International Mexican Bank Limited-Internex Kidder, Peabody International Limited **NAFINSA**

Salomon Brothers International Limited

J.P. Morgan Securities Ltd. **Swiss Bank Corporation**

> Credit Lyonnais Euro-Securities Ltd Dresdner Bank Aktiengesellschaft

Merrill Lynch International Limited Paribas Capital Markets Group Santander Investment Bank Limited

nts of the Securities Act of 1933. These securities have been previously sold. requirements or the Securities rettor 1935, friese securi This announcement appears as a matter of record only.

These securities have not been registered under the Securities Act of 1933 and may not be offered or

ration or an applicable ex

U.S. \$100,000,000



Banco Nacional de Desenvolvimento Econômico e Social

9.25% Notes due 1995

Price 98.852%

Bear, Steams International Limited

Goldman Sachs International Limited

Banco Nacional S.A. First Interstate Capital Markets Limited

Merrill Lynch International Limited **NAFINSA** Paribas Capital Markets Group

J. P. Morgan Securities Ltd.

Chase Investment Bank Limited Lehman Brothers International Samuel Montagu & Co. Limited NMB Postbank Groep N.V.

Salomon Brothers International Limited

May 1992

Swiss Bank Corporation

WORLD STOCKMARKETS. WHERE NEXT? IF YOU HAVE A VIEW, TAKE A POSITION CONTACT: APRILY FROM IS ON 071-245 1010



REUTERS SPIN FOR LATEST

228 - 243 (LORD'S) PRICES OR TELEPHONE 071 820 9789/80





THIS NOTICE IS IMPORTANT AND REQUIRES THE IMMEDIATE ATTENTION OF HOLDERS OF BONDS. IF HOLDERS ARE IN ANY DOUBT AS TO THE ACTION THEY SHOULD TAKE, THEY SHOULD CONTACT THEIR STOCKBROKER, LAWYER, ACCOUNTANT OR OTHER PROFESSIONAL ADVISER WITHOUT DELAY.



Espirito Santo Financial Holding S.A. US \$100,000,000

6 per cent. Convertible Bonds due 2003 (tire "Bonds") NOTICE OF EARLY REDEMPTION Notice is hereby given to the holders of the Bonds (the "Bondholders") that Espirito Santo Financial Holding S.A. will on 6th July, 1992 redeem all of the Bonds then outstanding at 103 per cent. of their principal amount together with interest accrued to that date pursuant to Condition 7(B) of the Bonds.

RIGHTS OF CONVERSION Bondholders are reminded that in accordance with Condition 6(A) of the Bonds, the right of conversion on any Bond shall terminete at the end of 29th June, 1992 and that prior to such time rights of conversion attacting to Bonds may be exercised by Bondholders delivering to the specified office of any Conversion Agent listed below, Bonds accompanied by signed and completed notices of conversion in accordance with Condition 6(C) of the Bonds and otherwise complying with the Terms and Conditions of the Bonds.

For Illustrative Purposes Only

Bondholders who wish to accept redemption at the redemption price (together with accrued interest) rather than to exercise rights of conversion, should surender their Bonds (together with all unmatured Coupons) for payment, in accordance with Condition 5 of the Bonds, at the specified office of any Paying Agent listed below on the date fixed for redemption. Bonds and Coupons will become void unless presented for payment within periods of 10 and 5 years respectively from the relevant date (as defined in Condition 8).

PRINCIPAL PAYING AND CONVERSION AGENT Union Bank of Switzerland Bahnhofstrasse 45

PAYING AND CONVERSION AGENTS Union Bank of Switze Union de Banques Suisse: (Luxembourg) S.A. 36-38 Grand'Rue L-2011 Luxembourg 100 Liverpool Street London EC2M 2RH

Arenbergstraat 7 B-1000 Brussels

U.S. \$150,000,000

First Bank System, Inc. Floating Rate Subordinated

Capital Notes Due 1996

Interest Period

20th May, 1992

51/2% per annum 20th May 1992 20th August 1992 Interest Amount per U.S. \$50,000 Note due U.S. \$670.83 20th August 1992

> Credit Suisse First Boston Limited Agent

FCC Transported Prog 29 Consumer Process SW 13 2011.
Meanwhite The Sections is suffering a fertileness.

May 1992

FT-SE 100 Where next?

Call for our current views

CAL Futures Ltd 162 Queen Victoria Street London EC4V 4BS Tel: 071-329 3030 Fax: 071-329 3918

REAL-TIME EUROPEAN AND U.S. STOCK MARKET DATA AND ANALYSIS AT REALISTIC PRICES * ALSO FUTURES * OPTIONS * BONDS * FX AND NEWS * CALL • LONDON 71-329-3377 — FRANKFURT 49-69-6391.25



INTERNATIONAL COMPANIES AND FINANCE

TDK slides 20.7% at pre-tax level

By Robert Thomson in Tokyo

craft industry

A CONTROL OF THE CONT

A CARLON OF THE CONTRACT OF T

Active clinical A

The second of the second second

The state of the s

in fellig

and the desired a lattice.

the state of the s

tion to between to

के अपने । ज्या क्या ह

that is the second to the seco

with Japanes

The state of the s

the second section of the second

1000 1110 and 2

Bull approves

1BM alliance

and the second s

Charles Superior

services of the Age, we'll

Section 2 to Wilself

gast as fails in graph er eert

ing the Company of th

ancial Holding S.A.

der frank die Mi

1. The second of the second of

NAME OF STREET

A Park

公路司 建加州

A Broke Sales Comment

AND COMPLETED IN ACTIO

Mary transaction and think

System. Inc.

The state of the s

Burn Salation (C.)

ENE VO

5 • •

and the property

TDK, the Japanese maker of magnetic tapes, has reported a 20.7 per cent fall in consolidated pre-tax profits, to Y54bn (\$419m). Sales were flat in Japan and down in international markets for integrated circuits and magnetic heads.

Total sales were 0.9 per lower at Y534.87bn, with recording media sales down 4 per cent. Foreign sales slipped

OMRON, one of the world's leading makers of switches and

other machine control compo-

nents, has reported a 51.2 per

cent fall in pre-tax profit, to Y13.55bn (\$101.87m), for the

year to the end of March. The

company blamed the decline

on aggressive investment in research and the slowing of the

Sales rose 3.3 per cent to

Y388.8bn, with sales in core

control systems and office

equipment softened by the gen-

By Robert Thomson

Japanese economy.

2.3 per cent, and sales of electronic materials and components were un 0.5 per cent. Parent company pre-tax

profit fell 25.4 per cent to Y33.4bn, on a 1.4 per cent decline in sales to Y408.3bn. It was the first profit and sales fall for six years.

Apart from the lower sales. the company blamed the poor performance on "exchange-rate fluctuations, start-up costs for a new tape plant in Luxem-

systems; sales in this area rose

11 per cent.
The company has been confi-

dent that the fall in capital

spending in recent months will

soon bottom, as Japanese

industry needs to invest in labour-saving technology and

The downturn, however, has

affected Omron, whose cash

reserves fell from Y99.58bn to

pollution-control equipment.

bourg, and a lower fourth-quarter operational rate in order to of Tokyo share prices reduced adjust inventory". Like many Japanese compa

nies, the slowing of production was necessary after a sharp build-up of stock with Japanese retailers.

These two trends, are com-

mon at most leading Japanese

companies, which attempted to avoid higher interest rates last

year by drawing down their

cash reserves. Companies'

unrealised gains have been eroded by the stock market col-

For this year, Omron is

expecting a 3 per cent increase

culator sales increased 10.3 per

cent to Y126bn; electronic

watches 14.8 per cent to Y81bn;

computer and other equipment

27.3 per cent to Y77bn: and

electronic musical instruments

The company's plant and

equipment budget is scheduled

to rise to between Y22bn and

Y24bn during the current term,

from 15.3bn in the year ended

March. Research spending is

expected to remain largely

Casio forecasts a 14.9 per

cent rise in pre-tax profits, to

Y22bn, and a 15.4 per cent in

net profits to Yllbn for the

year ending March 1993. Sales

are seen gaining 15.3 per cent

expected to rise similarly, with

sales up 18 per cent to Y455bn,

pre-tax profits 10 per cent to

Y24.5bn, and net profits 14 per

Consolidated figures are

14.8 per cent to Y42bn.

unchanged at Y15.3bn.

to Y375bn.

in sales, to Y400bn, and flat

in TDK's case, the problem was heightened when its consumer electronics clients also reduced their inventories, cutting demand for its components.

Meanwhile, the collapse the company's unrealised gains on long-term holdings of stocks from Y33.37bn to Y21.36hm.

For the current year, parent company sales are expected to rise 0.4 per cent to Y410bn, with pre-tax profit up 4.7 per cent to Y35bn. Capital spending, which was Y57.5bn last year, is forecast at about

Omron tumbles 51% despite better sales

eral reductions in capital spending by Japanese companies. Demand remained strong for electronic fund transfer whose unrealised gains on long-term holdings of shares plunged from Y37.5bn to y13.7bn.

• Rinnai, Japan's largest maker of gas home appliances, reported a 2.3 per cent fall in pre-tax profit, to Y7bn, on a 3.7 per cent increase in sales to Y113.9bn. Demand for Rinnai's products was dampened by weakness in housing construction, though sales of kitchen equip-

> of water heaters by 3.1 per For the current year, pre-tax profit is forecast to be slightly

ment rose by 3.8 per cent and

higher at Y7.1bn, with sales rising 3 per cent to Y117bn.

Mitsubishi Corp and Apple Japan

forge alliance

APPLE Computer Japan has forged an alliance with Mitsu-bishi Corp, Japan's largest trading company, aimed at cap-turing more of the Japanese market for business systems, Reuters reports.

Mitsubishi said it would form an Apple Task Force with 50 systems engineers by the end of the year, and open an Apple Business Centre in Tokyo's Marunouchi business district.

Mitsubishi hopes its Apple-related sales will rise to Y30bn (\$225.56m) in fiscal 1994. Apple's own sales in Japan jumped 33 per cent to about Y52bn last year, making Japan the computermaker's fastest-growing

hits results at Kyocera By Neil Weinberg

Decline in

demand

KYOCERA, the world's top maker of integrated circuit ceramic packages, unveiled an 11.1 per cent fall to Y58bn (\$436.1m) in consolidated pretax profits for the year ended March.

The company was hit by slack demand for semiconductor components, the yen's gains against the dollar, and high research and development costs.

Non-consolidated profits were off by a steeper 26.7 per cent to Y41.1bn, marking the first decline in five years. Net profits for the group, meanwhile, fell 15.9 per cent to Y27.1bn, and 21.1 per cent to Y23.3bn for the parent company.

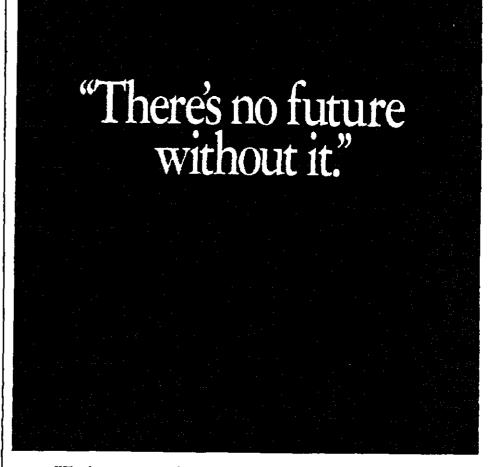
Consolidated sales were off

1.7 per cent to Y458bn. At the parent company, they were down 4.2 per cent to Y317bn. The group's ceramic product sales increased 1.7 per cent to Y340bn, but electronic equipment sales fell 15.9 per cent to Y66.3bn, on a sharp drop in foreign demand for computer equipment and laser printers. Optical precision equipment was also off, I.8 per cent to Y47.2bn.

Consolidated domestic sales slipped 3.7 per cent to Y339hn. In contrast, they gained 1.5 per cent to Y121.6hn in the US, 6.5 per cent to Y76bn in Europe and 14.1 per cent to 749bn in other areas.

The company also cut long-term liabilities 68 per cent, to Y18.8bn, on a consolidated basis, and 86 per cent to Y6bn on a parent basis, largely by reducing the level of corporate bonds outstand-

ing.
For the year to March 1993, Kyocera expects non-consolidated sales to rise 5 per cent to Y333bn, and pre-tax profits 6.8 per cent to Y43.9bn. The gains are based on expectations of revived demand at home and



Whether you're a trader, broker or end user, you know how essential platinum is.

You also know that the need for platinum—in products that make clean air, clean-burning fuel, alternate energy sources, pharmaceuticals, luxury items and more—is a need that can only grow:

So you'll be happy to know that NYMEX provides you with something equally essential for the future.

NYMEX platinum futures and options are links in a worldwide market that makes it possible to manage your risk 24 hours a day. What's more, you enjoy the security of knowing that you're in the oldest and best-regulated platinum market in

You might say there's no future—or option—without it.

Extraordinary Achievements



CIVAS 5 LIMITED red Floating Rate Notes due 1994 Interest Rate 4.8775% p.s. Interest Period May 20, 1992 to November 20, 1992. Interest Psyable per Yen 1,000,000 Note Yen 24,929. May 20, 7992, London Sy Cathent, N.A. (ICSSI Dept.), Agent Benk Currencies • Bonds Energy • Metals & Hants SO23 9EH Oil Markets Setting The Trend For Others To Follow

KfW 1991

Automotive lights group down 20% to Y2.7bn

By Neil Weinberg

KOITO Manufacturing, Japan's top maker of automotive lighting equipment, suffered a 28 per cent drop in pre-tax profits, to Y5.3bn (\$39.84m) for the year ended March. The result reflects the first fall in domestic sales of cars and trucks in over a decade.

Net profits were off 19.8 per cent to Y2.7bn.

The close Toyota Motor affiliate attributed the lower profits to increased expenses associated with new product launches, higher depreciation, and the need to source a greater share of parts outside the company due to labour

Sales rose 12.3 per cent to Y162bn, with new products and high-mount tail lights and other safety equipment leading

the gains.
Auto-lighting sales were up 13 per cent to Y149.4bn; aircraft parts 11.8 per cent to Y2.9bn; cent to Y9.6bn. Exports to the US remained

dull due to rising local production by Japanese carmakers and the slow economic recovery. However, shipments were brisk to the Middle East and Central and South America.

For the year ended March 1998, Koito expects sales to rise 5.6 per cent to Y171.5bn. Pre-tax profits are forecast to fall 7 per cent to Y4.8bn, and net profits 32 per cent to

bank in the United Arab Emir-

ates in terms of total assets,

said net profit rose 3 per cent

in 1991, to Dh92.8m (\$25.33m)

from Dh90.2m the previous

year, AP-DJ reports from

aside Dh68.3m as a provision

for possible loans losses, 37 per

The hank said it had set

Casio unveils record profits for full year

By Neil Weinberg in Tokyo

CASIO, one of the world's leading makers of digital watches and calculators, unveiled a 10 per cent rise in non-consolidated pre-tax profits, to a record Y19.1bn (\$143.60m) in the year ended March. Net profits also gained 14.6 per cent to an all-time high of Y9.5bn.

Casio saw strong performances in all divisions, including an overall 15.6 per cent rise in sales to Y325bn. New products led the gains, with a label printer and a watch-tonometer combination selling particularly well. On a consolidated basis.

Casio enjoyed an 11.8 per cent gain in pre-tax profits, to Y22bn, and 14.9 per cent improvement in net profits to Y10.5bn. Sales climbed 14.4 per cent to Y383bn.

By division, parent firm cal-

Yamaha Motor falls 12%

for sports motorcycles.

eign exchange moves.
In contrast, company sales climbed 5.5 per cent to Y480.5bn (\$3.61bn). Domestic

YAMAHA Motor, the world's Demand recovered in the US second leading motorcycle and was also strong in Europe and Asia, the company said.

Total export sales, however, on a 1 per cent gain in sales to

manufacturer, saw an 11.9 per cent decline in non-consolidated pre-tax profits in the year ended March. It blamed the drop on unfavourable for-

turnover slipped 1.2 to per cent to Y198bn on sluggish demand

gained 10.8 per cent to Y485bn.

Net interest income rose

12 per cent to Dh260.8m from Dh233m in 1990, the bank

Y282.5bn, led by a 16.7 per cent

By sector, sales of motor-cycles increased 10 per cent to Y231.3bn, and special-duty products, including golf carts, 2.5 per cent to Y47.1bn. Marine equipment sales fell 4.4 per cent to Y107.9bn, and auto engines 5 per cent to Y39.7bn. For the year to March 1993,

Yamaha expects pre-tax profits to fall 13.4 per cent to Y6.5bn,

By Nell Weinberg

Leading UAE bank edges ahead 3% NATIONAL Bank of Abu cent above the Dh50m of provicent, to Dh2.98bm at the year Dhabi (NBAD), the largest sions in 1990.

> Total assets at the end of December 1991 stood at

Dh25.45bn, up 8 per cent from Dh23.549bn a year earlier. Bank deposits with NBAD

partly offset by a 17 per cent rise in customer deposits. which gained to Dh20.1bn from

Dh17.2bn Loans and advances were up 23 per cent, to Dh9.549bn from

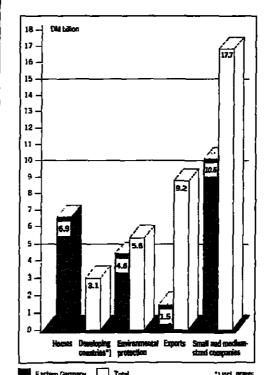
NBAD proposed total divi-dends of Dh75.3m, unchanged

No 004790/1992

As the Federal government's instrumentality for promoting economic progress in Germany and abroad, it was

Main activities

Loan commitments in 1991 (DM billion)



one of our main tasks in 1991 to spur reconstruction in the eastern part of our country.

Our contribution has been impressive: loan commitments of DM 22.6 billion were pledged for investments in eastern Germany, where they helped to finance 20.000 business projects, to create and secure 170.000 jobs as well as to modernise 410.000 homes, and generally to improve conditions by advancing environmental protection.

1991 balance sheet highlights (in DM billion)

| (III DIN DINION) | | |
|------------------------|-------|-------|
| | 1990 | 1991 |
| Total assets | 134.7 | 160.5 |
| Total lending | 123.5 | 148.8 |
| Borrowed funds | 87.0 | 94.7 |
| Bonds and notes issued | 30.8 | 46.5 |
| Capital and reserves | 4.3 | 4.6 |

Moreover, of a total of DM 9.2 billion for export loans, DM 1.5 billion were in favour of east German companies.

Funds totalling DM 41.9 billion were committed to promote economic progress in all of Germany, east and west.

Financial assistance to the developing countries was increasingly aimed at protecting both natural resources and the environment as well as fighting poverty through help for self-help.

KfW is 80% owned by the Federal Republic, and 20% by the Federal States. As a major source of funds we issue bonds and notes, rated "triple A" by the leading international rating agencies.

1991—an extraordinary year throughout. In which our staff excelled to help us produce extraordinary achievements. Our annual report will tell you more about our work. We will be pleased to send it to you.

dropped sharply, by 26 per from the 1990 payout.

IN THE HIGH COURT OF JUSTICE IN ENGLAND Chancery Division

Mr Registrar Buckley IN THE MATTER OF THE MEDITERRANEAN INSURANCE & REINSURANCE COMPANY LIMITED

IN THE MATTER OF

THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that, by an Order dated 14th May, 1992 made in the above NOTICE IS HERREY GIVEN that, by an Order dated 14th May, 1992 made in the above matters, the High Court of Justice has directed a Meeting to be convened of the Closing Scheme Creditors (as defined in the Scheme of Arrangement hereinafter mentioned) of The Mediterranean Insurance & Reinsurance Company Limited ("the Company") for the purpose of considering and, if thought fit, approving (with or without modification) a Scheme of Arrangement ("the Closing Scheme") proposed to be made between the Company and the Closing Scheme Creditors and that such Meeting will be held at The Conference Forum, The Sedgwick Centre, London El 8DX on 3rd July, 1992 commencing at 11.00 a.m., at which place and time all such Closing Scheme Creditors are requested to attend.

Creditors are requested to attend. Any creditor of the Company who is or believes that he may be entitled to attend the said Meeting can obtain copies of the said Closing Scheme, the Explanatory Statement required to be furnished pursuant to Section 426 of the Companies Act 1985 and the Form of Proxy for use at the said Meeting from the registered office of the Company at Ibex House, 42-47 Minories, London EC3N 1DY or from the offices of Clifford Chance, Royex House, Aldermanbury Square, London EC2V 7LD, in each case during usual business hours on any day (other than a Saturday or a Sanday) prior to the date appointed for the said Meeting.

Closing Scheme Creditors may vote in person at the said Meeting or they may appoint another person, whether a Closing Scheme Creditor or not, as their proxy to attend and vote in their place. It is requested that the forms appointing proxies be lodged with the Company Secretary at the registered office of the Company not less than 48 hours before the time appointed for the Meeting. but if forms are not so lodged they may be handed to the Chairman at the said Meeting.

By the said Order, the Court has appointed Malcolm J. London or failing him, Philip J. Singer, to act as Chairman of the said Meeting and has directed the Chairman to report the results thereof to The Closing Scheme will be subject to the approval of the Court.

Dated 20th May, 1992

Postfach 11 11 41 D-6000 Frankfurt/Main 1 Fax (69) 74 31-29 44 Telex 4 15 25 60 kwd



CONTRASTING RESULTS FROM TWO LEADING EUROPEAN CAR MAKERS

Volvo registers first-quarter loss

By Robert Taylor In

VOLVO, the Swedish vehicle group which is moving closer to a possible merger with Renault, suffered a first-quarter loss of SKr248m (\$43m) after financial items. This contrasts with a SKr340m profit for the same period of 1991.

The return to the red at Volvo with a SKr347m operating loss for the first quarter follows a small SKr88m operating profit in the fourth quarter of 1991 following five consecutive quarterly operating losses. It recorded a SKr397m deficit for the first quarter of last

By contrast, group sales rev- Sweden - had brought "heavy enue rose by 10 per cent to SKr20.02bn for the first quarter of 1992, from SKr17.46bn last

Total group assets rose to SKr108.6bn from SKr106.7bn at the end of December due to acquisitions and divestments, while liquid funds fell to SKr18.4bn in the first quarter from SKr18.8bn.

Return on capital employed rose to 6.2 per cent in the latest 12-month period from 3.8 per cent last time, while income per share was SKr2.I0 compared with a loss of SKr12.90. The negative trend in its most important vehicle marpressure" on the group's profits performance.

But the company also pointed out the operating loss had "declined significantly", mainly due to rationalisation measures, first adopted in the autumn of 1990. Volvo estimates its cost level - calculated on an annual basis was reduced by SKr500m.

So far, cost-saving measures have totalled SKr3.5bn, and by the end of this year Volvo calculates its total cost level will have been cut by as much as

But the group said yesterday that "despite this achievement. ments and aggressive marketing efforts" were required. It added that the alliance

with Renault had already yielded gains and this would strengthen the group's long-term competitiveness while co-operation with Japa nese car maker Mitsubishi would provide Volvo with "important knowledge in the area of production technology in the medium-size car range.

Volvo's truck division sales meanwhile, rose by 8 per cent to SKr7.42bn from SKr6.55b.n Volvo said there had been some recovery in the US and Britain in the first quarter and its share of the truck market

Renault stages sharp recovery in profits

By William Dawkins in Paris

RENAULT, the French state-owned car maker, yesterday reported a strong firstquarter profits recovery. Pre-tax profits climbed from FFr298m (\$56.2m) in the first three months of 1991 to FFr2.36bn in the same period of this year, on sales up by 19.3 per cent from FFr40.01bn to

By Mark Nicholson

Middle East Correspondent

NATIONAL Commercial Bank,

Saudi Arabia's biggest in terms

of assets, said yesterday it was closing its London branch as

part of a rationalisation and to

The bank said its London

as, had not been profitable

branch, one of eight branches

or representative offices over-

since it was set up six years

ago.
Mr Jinx Grafftey Smith, the

Jeddah based bank's London

representative, said the

branch, which has a staff of 53,

would be scaled down to repre-

"One is not leaving London

sentative status.

The gain comes after accounting for Renault's FFr180m share of Volvo's

The group attributed the improvement to record car sales in the first quarter. This was mostly due to the group's performance, though a limited gain also came from the release of pent-up demand. which had built up during last autumn's strike at Renault's

one is cutting costs though,"

However, bankers close to

the Saudi banking market

expressed surprise at the move

yesterday, suggesting that even if it made financial sense,

it represented some loss of face

for one of the most established

and best-connected banks in

ulated that behind the move

may have lain some discomfort

within the Bank of England

over the fact that NCB has not

produced any financial figures

since 1989 - a result, accord-

ing to some Saudi bankers, of

an internal dispute among the

bank's Saudi owners.

Bankers in Riyadh also spec-

he said.

the Kingdom

main engine and gear box making plant.
The latest figures continue

the sharp improvement in Renault's profits shown over the mark of the productivity gains achieved under the chairmanship of Mr Raymond Levy. He is due to retire on Friday, after nearly six years at the head of the group.

His successor, expected to be

Khaled bin Mafouz, showed

assets in 1989 of SR84bn

(\$22.4bn), and, although it has

not produced any figures since

1989, it is widely viewed as

profitable and liquid by bank-

However, its accounts were

qualified in Saudi Arabia in

1987, 1988 and 1989 under articles of the Saudi banking

control law banning lending to

a client in excess of a quarter

of reserves and prohibiting

some types of credit without

firmly denied the closure was

the result of any pressure from

the Bank of England. The

Bank itself declined to com-

Mr Grafftey Smith yesterday

ers in Rivadh and Jeddah.

be named next week. Renault sold FFr40.28bn worth of cars in the first quarter, 84.4 per cent of total turnover, well up on the 80.9 per cent of total sales they represented in the same period of 1991. Truck making accounted for FFr6.33bn, and the remain-

its concern over NCB's lack of

its lending.

the managing director Mr Louis Schweitzer, is likely to

Saudi Arabian bank closes London branch stood to have communicated

> published figures directly to the bank's owners last year. Mr Grafftey Smith said the branch, which undertook trade, treasury and corporate lending operations out of London, with a total book of some \$1bn, had returned modest profits on the former two, but had made substantial losses on

Bankers close to the Saudi market in London suggested the branch closure was not entirely surprising in that

"It's a loss of face, but they'll be better off without it." said

Sharp rise in income at Dell Computer

By Louise Kehoe

DELL Computer more than doubled first-quarter revenues as US personal computer sales boomed. The Texas company, a pioneer in the mail order distribution of computers, also nearly doubled its earnings, reporting results well above expectations.

Net income was \$19.8m or 52 cents a share, up from \$10.1m or 30 cents in the same period a year ago. Revenues for the were \$366.1m, compared with \$174.8m a year ear-lier.

"Our market-share momen tum accelerated during the quarter and confirms our belief that Dell's business model may be imitated - but not duplicated," said Mr Michael S. Dell, chairman and chief executive officer.

In recent months, several of Dell's competitors, including International Business Machines, Digital Equipment and Compaq Computer have begun offering mail order ser-

Dell's strong earnings are particularly remarkable at a time when many personal computer manufacturers are struggling to adjust to rapidly declining prices and changing distribution channels, with discount "superstores" now representing a primary sales channel in the US.

In the first quarter of fiscal 1993, sales doubled in both US and international operations and were higher in every country and in every customer segment over the comparable quarter a year ago, the company said.

"Our domestic sales were up more than 35 per cent from the fourth quarter of last fiscal year and order rates accelerated as the quarter progressed." said Mr Dell. International sales were

\$139.8m, compared with \$70.1m previously.

Chemical Banking sees decline in debt provisions

THE CHAIRMAN of Chemical Banking, the US banking group formed by the merger of Manufacturers Hanover Trust and Chemical Bank, yesterday predicted a decline in the level of the bank's bad debt provisions and loan write-offs during the second and third quarters of 1992.

Mr John McGillicuddy. speaking at the first shareholders meeting since the merger took place late last year, said the \$375m bad-debt provision level recorded in the first three months of the year was high.

The Chemical chairman said he thought the level of non-performing assets would peak in the second or third quarter of

forming assets at the bank was cutting targets, which begin-\$6.2bn at the end of March. Turning to the treatment of

loans to Olympia & York, the Canadian property group that recently filed for protection from creditors in Canada and the US, Mr McGillicuddy said the bank's lending to O&Y Development Ltd was placed on non-performing status in the first quarter of 1992. Chemical Banking has a loan

sposure of about \$250m to the O&Y group, of which half is represented by lending to property projects, such as the Canary Wharf development in

Mr Walter Shipley, chief executive of Chemical, meanwhile told shareholders the bank was confident it would

with annual operating cost cuts of \$225m by year-end and as much as \$750m a year by

Mr Shipley said the reduction in staff was also proceeding on schedule, with 2,800 jobs eliminated since the merger was announced last summei and the greater part of the overall goal of 6,200 cuts to be

achieved by year-end. Chemical Bank is also continuing to strengthen its capital base, having achieved a level of 6.6 per cent in its Tier 1 risk-based ratio at the end of

The bank is planning to raise up to \$250m by offering up to 10m fixed-rate perpetual preferred shares at \$25 each.

GM shares ease ahead of offer

By Martin Dickson

THE largest stock offering by a US company was heading for a climax last night as General Motors prepared to sell up to \$2.26bn of shares following a three-week global road show. The automobile manufacturer completed its presentations to potential investors on three continents on Monday and the offering was

expected to be priced after the New York Stock Market closed last night. It will then be offered for sale by the underwriters. General Motors shares were trading at \$39%, down \$% in

morning trading yesterday. The offering is a test of investor sentiment towards the company, which lost \$4.5bn last year, but over the past few months has changed its top management, announced plans for 21 plant closures and 70,000 job losses and begun overhaul-ing its North American manses and begun overhaulagement structure.

The central question facing



Robert Stempel: global world show on prospects

these changes, coupled with a slow recovery in the depressed US vehicle market, will be sufficient to restore the company's earnings to respectable levels at a time when it faces increasing competition from Japanese manufacturers and American rivals Ford and Chrysler.

The offering, lead managed by investment bank Morgan

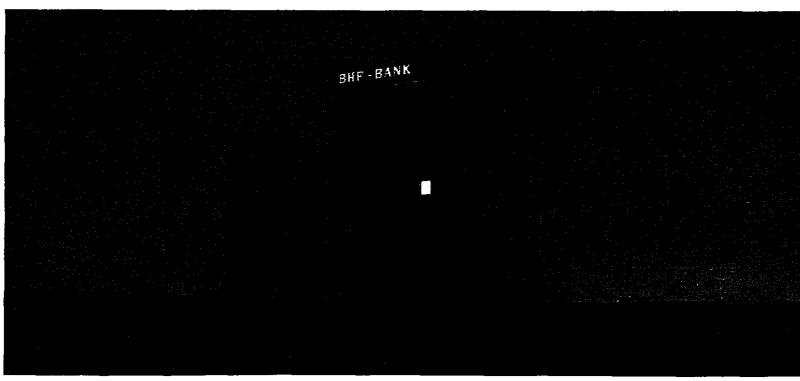
Stanley, involves the issue of 50m shares of GM common stock, with the possibility of a further 7.5m being issued if there is sufficient demand. Some 15m of the shares are earmarked for the UK. Asia/ Pacific and other international

markets. Three General Motors teams. including Mr Robert Stempel, the chairman, have given presentations on the company's prospects in 18 cities around

the world. The offering is GM's first issue of common stock since 1955 and the largest issue by a US company, excluding the \$2.8bn rights offering to exist-ing shareholders made last year by Time Warner. The next largest offering was a \$1.46bn issue by Consolidated Rail in

The GM issue has been helped by the upward sweep of the US stock market since the start of the year and the relative strength of "cyclical" companies, such as motor manufacturers, whose performance tends to track the economic

Our balance for 1991: 366 days of customer service



In spite of difficult economic and political times, we achieved good results again in 1991. The intensive competition on the financial markets has confronted us with new challenges: our world-wide presence has enabled us to use each and every hour of the day to provide consultation services and account management for our customers - pushing the calendar to its limits.

Our consultancy services at home and abroad have led to a significant growth in lending business. The Group volume of corporate loans rose by 12.1% in comparison with the previous year to DM 35.2 bn, with short and medium-term lending alone growing by 22.4% to almost DM 12 bn. And the volume of business increased by 9.6% to DM 48.4 bn.

A considerable increase in income especially in interest-earning business - as well as cost limitation has led to an 18.5% improvement of the Group operating result. We are pleased to

be able to share this success with our shareholders with an increased dividend of DM 13,- per share.

By means of personal consultancy and particular dedication we shall, as in the past, continue to foster our style as a merchant bank which has been the hallmark of BHF-BANK for over 100 years.



operating results

BHF-BANK Group

Head office: Bockenheimer Landstr. 10, D-6000 Frankfurt 1, Tel. (0.69) 718-0, Fax (0.69) 718-22 96, Tx 411 026 (general) London branch: 61 Queen Street, London EC4R IAE, Tel. (071) 634 2300. BHF-BANK London branch is a member of the SFA. Branches, subsidiaries and representative offices in Amsterdam, Bogotá, Bombay, Buenos Aires, Hong Kong, Jersey, sburg, Los Angeles, Luxembourg, Madrid, Melbourne, Milan, Ne v York, Paris, Rio de Janeiro, Singapore, Tehran, Tokyo and Zurich.

Japanese cotton spinners turn in mixed results

JAPANESE cotton spinners reported mixed results for the fiscal year to March.

Kurabo Industries posted a 19.4 per cent rise in pre-tax profits to Yl.8bn (\$13.5m) on a 2.6 per cent rise in sales to 144.40n. After-tax pronts ro

6.2 per cent to Y1.8bn. For the current year to March, Kurabo forecasts a 19.5 per cent rise in pre-tax profits to Y2.2bn on a 2.4 per cent increase in sales to Y148bn.

Daiwabo returned to the black with a non-consolidated pre-tax profit of Y1bn, against the previous year's loss of Y162m. Overall sales fell 5.7 per cent to Y7L1bn due to slug-

gish sales of cotton yarn. However, Daiwabo posted after-tax losses of Y873m due to loss to Y2bn.

a Y2.8bn extraordinary loss as a result of inventory liquida-tion. Daiwabo said it will not pay annual dividends. For the current year to

March 1993, it expects a 22.5 per cent decline in pre-tax profits to Y800m on a 4.2 per cent increase in sales to Y74.2bn. of Y5.3bn against the previous year's loss of Y1.3bn. Sales rose

11.9 per cent to Y77.5bn. However, Shikibo posted an extraordinary loss of Y13.5bu due to the liquidation of its two financing affiliates, which incurred heavy losses as a result of extensive stock speculation. After-tax losses totalled

Y4.7bn. The company will also skip its dividend payment. For the current year, Shikibo expects to reduce its pre-tax

Dayton Hudson lifts sales but earnings static

By Nikki Tait in New York.....

DAYTON HUDSON, one of the large US retailing groups, yesterday reported static profits in the three months to May 2, at \$35m. against \$34m. Sales, however, rose from

helped by a relatively upbeat statement from Dayton's chairman, Mr Kenneth Macke - the shares added \$1% to \$60%. The strongest performance

came from Dayton's discount chain, Target. Here, same-store sales rose by 6 per cent, and total sales were up from \$1.84bn to \$2.15bn.

"We are encouraged that sales are beginning to show some strength in California, especially at Target," said Mr

WOOLWICH

- Bullding Society -

£100,000,000 Floating rate notes due 1994

Notice is hereby given that the notes will bear interest at 10.125% per annum from 18 May, 1992 to 18 August, 1992. Interest payable on 18 August, 1992 will amount to \$254.51 per £10,000 note and £2,545.08 per £100,000 note.

Agent: Morgan Guaranty Trust Company

JPMorgan

U.S. \$250,000,000

BANK OF BOSTON **CORPORATION**

Subordinated Floating Rate Notes Due 2001

Interest Period

Issued 10th February 1986 5% per annum 20th May 1992

20th August 1992 Interest Amount per U.S. \$50,000 Note due 20th August 1992 -

Credit Suisse First Boston Limited

Wells Fargo & Company

US\$250,000,000 Floating rate subordinated notes due 1997

in accordance with the provisions of the notes, nonce is hereby given that for the Interest Period 20 May, 1992 to 20 August 1992 the notes will carry an interest Rate of 5.25% per annum. Interest payable on the relevant interest payme date 30 August, 1992 will amount to US\$134.17 per US\$10,000 note.

Agent: Morgan Guaranty Trust Company

JPMorgan



£175,000,000 Floating Rate Notes due 1996

In accordance with the provisions of the Notes, notice is hereby given that the Rate of Interest for the three month period ending 17th August, 1992 has been fixed at 10.15% per annum. The interest accruing for such three month period will be £260.68 per £10.000 Bearer Note, and £2,606.83 per £100,000 Bearer Note. on 17th August, 1992 against presentation of Coupon No. 1.



15th May, 1992

London Branch

Australian

ICI 27%

ahead at

halfway

By Kevin Brown in Sydney

ICI AUSTRALIA, a subsidiary

of the UK chemicals group, yesterday reported a 27 per

cent increase in net profits to

A\$30m (US\$23m) on turnover

down 3 per cent to A\$1.4bn for

the six months ended March.

The company said the result would have been still better

but for the impact of the

depressed plastics market and

increased competition from

imports, some of which it claimed had been dumped.

Mr Michael Deeley, chief

executive, said the company

was pleased with the recovery

in profits, but warned that full-

year earnings were not likely to show much improvement on

"We are hoping to do a little better [this year], but we are not promising any big improve-ments," he said. "There are few

signs yet of a recovery in vol-times or prices in Australia or

ICI said the plastics division

made a trading loss before abnormal items of A\$22m, com-

pared with a profit of A\$5m in

the comparable period of the

to last year, but overseas plas-

tics prices continued to

decline, leading to weaker local

and export prices and mar-

Mr Deeley said increased

import competition and dump-

ing particularly affected local

vinyl resin and polythene poly-

mer prices. "Despite concerted efforts, no effective dumping protection has been achieved."

ICI said the recent sale of its

12.5 per cent holding in Vini-dex Tubemakers to Tubemak-

ers of Australia would result in

an abnormal net profit of about

Oil and gas producer Santos

said first-quarter sales revenue

fell 12:2 per cent to A\$144m.

mainly due to lower oil prices.

Reuter reports from Adelaide .

Mr Stan Wallis, chairman told the annual meeting crude

oil prices for the March quarter were on average US\$3 a barrel

lower than for the 1991 first

James and a series of a series of

A\$14m in the second half.

'Sales volumes were similar

on wor<u>ld markets."</u>

previous year..

gins," he said.

NI SDAY MAY 20 195

The state of the s

A STATE OF THE STA There's the education of the education o

the section of the se id of offer

GM come

GM come

CM a tieral liping the Me with the second the second of the control of the con The Sterning is China g box general The state of the state of exclain;

A CONTRACTOR OF The Water Test To Carried Bell The set and dark and the special sections The state of the s The not sailed Committee of the committee of the second thank the second

Dayton Hudg lifts sales but carnings state My Sales, Tall in Non Yo

化对应分配 化氯化磺胺

🕒 retaliad gran 🐒

3 (XX) (00

RAHON

tion, with more than 120 distribution and retail sales outlets on the US west and south

By Kevin Brown in Sydney and Emiko Terazono in Tokyo

BTR Nylex, a quoted Australian subsidiary of BTR, the UK industrial conglomerate, yesterday announced two US disposals together worth \$171m.

It has sold ACI America, its US glass business for \$89m and also part of its shareholding in General Chemical Soda Ash Partners (GCSAP), a US soda ash producer, for \$82m.

Mr Alan Jackson, chairman, said that the ACI America sale to the Vitro Group of Mexico - was part of an overall group review of operations which might include other disposals of non-core assets "where pru-

ACI America was acquired in 1988 when BTR Nylex bought ACI International, a diversified industrial group, for A\$1.7bn (US\$1.29bn). ACI America is a

By Tom Burns in Madrid

LA CAIXA, the Barcelona-

based savings bank that ranks as Spain's biggest financial

institution, is seeking to add investment banking to its

growing business empire by

means of the acquisition of

The March family, one of the wealthiest in Spain, owns 65 per cent of Progreso, a stake

valued at about \$116m at cur-

rent stock market prices. Spo-

kesmen for the family and for

La Caixa said that the negotia-

tions for Progreso's purchase were at an advanced stage.

By Alice Rawsthorn in Paris

BIC, the French company and

leader in the international

market for disposable pens,

razors and cigarette lighters, is

expanding its stationery inter-

ests in the US by buying Wite-

Wite-Out specialises in

the production of corrective

fluids for blotting out mistakes

made on typewriters. It has

annual sales of \$12m and a

Out for an undisclosed sum.

The acquisition will gain La

Banco de Progreso.

market leader in glass distribucoasts, and in the eastern

BTR Nylex sells two US assets

BTR Nylex said ACI America would complement the glass manufacturing activities of Vitro Plan SA, a subsidiary of Vitro Sociedad Anomica of Mexico

The company manufactures and distributes flat and autoglass products. BTR Nylex's main glass interests are in botle manufacturing. BTR Nylex announced plans

for a restructuring before reporting a 41 per cent slump in annual net profits to A\$286m six weeks ago. The group's shares closed unchanged at A\$3.61 on the Australian Stock

La Caixa set to acquire Progreso

porate business in Spain and through the company's London

La Caixa has customer

La Caixa's decision about

Progreso follows its acquisition

of a 50-branch strong banking network in France from Pari-

bas, as well as purchases of an

asset management bank in

Monaco and of a major stake in

Credit Andorra. In Spain, La Caixa paid Pta2.8bn earlier this

month for the small private

Strongly-entrenched in Cata-

market share of 15 per cent.

In recent years, the correc-

tive fluids market has come

under pressure because of the

development of typewriters and word processors with auto-

However, Mr Bruno Bich,

chairman of Bic's US subsid-

iary, said the acquisition of Wite-Out was an "excellent

extension" of the group's prod-

Bic, which is best known for

uct portfolio.

matic correction facilities.

bank, Isobank.

Bic to buy US stationery concern

deposits of some Pta47,000bn (\$471.1m). It made a net profit

last year of Pta30.7bn.

The shares in GCSAP are being acquired by Tosoh, the leading Japanese integrated

Caixa entry into the major corlonia, La Caixa is seen in Snain



Alan Jackson: overall group review of operations chemical company. The company's US arm will buy 24 per nt of GCSAP, reducing the BTR Nylex stake from 49 per cent to 25 per cent. GCSAP was set up by Gen-

as a pioneer in what is viewed

as a steady encroachment by

the big savings banks on what

was traditionally considered

the preserve of the major

prospective disposal of Pro-

greso represents a further

retreat from the financial sec-

Three months ago, Corpora-

cion Alba, the stock market

listed holding company con-

trolled by the family, realised

Pta12bn with the sale of its 15.5

per cent stake in the Signet

Banking, its financial arm in

its ball-point pens and dispos-

able razors, also owns a num-

ber of prominent stationery

brands, including Conté, one of

France's most exclusive lines

The Bic group has been

expanding its US interests in

recent years under Mr Bich,

who was recently named the successor to his father, Baron

Marcel Bich, as chairman of

the Bic holding company when

of pencils and papers.

For the March family, the

domestic banks.

eral Chemical Corporation, a US chemical company, and BTR Nylex in 1986. The company's current soda ash production capacity is 2.2m tonnes a

INTERNATIONAL COMPANIES AND CAPITAL MARKETS

The purchase will make Tosoh one of the world's leading soda ash producers, and will give the company access to a ready supply of alkali in ● Vitro. Mexico's largest

industrial conglomerate and producer of flat glass, is listed on the the New York Stock Exchange, writes Damian

The purchase of ACI furthers Vitro's aim of becoming an integrated North American group ahead of a free trade pact with the US and Canada. More than 50 per cent of Vitro's sales are now outside Mexico, largely as a result of the 40 per cent accounted for by its US arm, Anchor Glass.

ABB pre-tax result slips 3% in quarter

By Ian Rodger in Zurich

ABB Asea Brown Boveri, the Swedish-Swiss engineering group, reported pre-tax profit down 3 per cent in the first quarter, to \$225m. It said it had not yet experienced an upturn in any industrialised

Orders received reached \$7.8bn, 1 per cent higher than in the first quarter of 1991. Revenues were up 2 per cent to \$6.5bn, and operating earnings were 4 per cent higher at \$407m. Pre-tax profit after nonrecurring items was down 9 per cent at \$222m.

The group said its infrastructure-related businesses, such as power plants and power transmission, had higher earnings. However, its power-distribution, industrial and environmental-controls divisions - which are related to construction and capital spending - reported weaker

results. Demand in Asian markets remained strong, with the group winning large power plant orders in India and Indonesia since the beginning of the year.

grows over Australian brewing deal By Kevin Brown in Sydney

Scepticism

SA Brewing shares rose 9 cents to A\$3.10 on the Australian Stock Exchange vesterday, reflecting growing scepticism about the group's proposed merger with Foster's Brewing Group. Foster's shares fell 7 cents to A\$1.92.

The share movements suggest investors believe the proposed merger would benefit international Brewing Holdings (IBH), Foster's main shareholder, at the expense of

SA Brewing shareholders.
Meanwhile, Standard and
Poor's, the US credit rating agency, placed both companies on creditwatch for a possible downgrading, further complicating the proposal.

"In our view, the uncertainty surrounding the outcome of the merger proposal and its effects on lenders to Foster's is sufficient to place Foster's on creditwatch with developing implications," the ratings agency said.
It said the merger would

affect SA Brewing's credit rating by exposing the group to a higher degree of leverage, and reducing the strength of its conservatively-geared balance

Foster's long-term unsecured debt is rated BB, and its commercial paper B1. The longer-term unsecured

debt of SA Brewing is rated BBB plus, and its commercial paper A2. Mr Ross Wilson, SA Brewing chief executive, is in the mid-

dle of a roadshow for institutional investors in Melbourne and Sydney, in an attempt to generate enthusiasm for the merger proposal. However, brokers said that the deal was unlikely to suc-

ceed because of the opposition of Foster's' directors, lack of enthusiasm from Asahi Breweries of Japan, which owns 20 per cent of Foster's, and also regulatory difficulties. SA Brewing was believed to be having trouble persuading

institutional investors to sup-port the sale of about 6 per cent of IBH's entitlement to shares in the merged group at a price valuing its Foster's shares at A\$2.50.

Crédit Suisse heads Swiss foreign bond managers' league

هكذا من النصل

By lan Rodger in Zurich

THE SWISS franc foreign bond market was surprisingly resilient last year, considering the background of a weakening franc, rising interest rates and dreary Japanese equity trends. The value of the market

dropped only 11.4 per cent to SFr28.8bn (US\$19.7m), and the Japanese share actually rose slightly from SFr12.1bn to Equity related issues - convertible bonds and warrant

bonds - accounted for 37 per cent of the value of all issues, up from 34 per cent in 1990. and Japanese issuers were responsible for more than 99 per cent of them

The league table of lead managers shifted slightly, with Credit Suisse displacing Union Bank of Switzerland (UBS) at It was expected that the

dominance of the big three Swiss banks would decline after the issue of banking licences to Japanese securities houses in 1988, but their combined share of 61.2 per cent last year was only 2 per cent less than in 1990.

No Japanese house has yet taken away a lead management position from a Swiss

TOP TEN LEAD MANAGERS Wirts-und Privat (111) Volksbank bank for a repeat Japanese bor-

rower although that milestone has been anticipated for months. Things have been moving more rapidly in the equity-linked table, with Japanese

firms taking three of the top five places in the period up to mid-May this year, compared with only two last year. Market specialists agree that the introduction of conversion price adjustments on equity related issues - an innovation attributed to Yamaichi Bank (Switzerland) - has helped move these issues in a year when Japanese equity prices

were plunging. The feature enables the conversion or exercise price to be reduced by up to 20 per cent several months before the con-

Managers of India Fund suggest unit trust structure

By Simon London

THE MANAGERS of the India Fund, one of the largest country funds quoted on the London market with net assets of more than £300m, (\$531m) have proposed it could be restructured as a unit trust.

Merrill Lynch, which manages the fund, said that the change in capital structure would close the discount to asset value at which the shares currently trade.

With an open-ended or unit trust structure, the unit price should reflect the asset value

of the fund. The rapid rise of the Indian market this year has not been

reflected in the share

price of the India Fund. Yesterday shares were quoted at £3.44, a 37 per cent discount to asset value. When the fund was launched in 1986,

by comparison, shares were

quoted at 100p. An open-ended structure can be difficult for investment managers however, since assets may have to be liquidated rapidly if investors with-

draw funds.

Merrill Lynch said that an extraordinary meeting of shareholders would be called next year in order to vote on the proposals.

A 75 per cent majority in favour would be required for any change of capital structure to be implemented.

INVESTOR AB

INTERIM REPORT for the three months ended March 31, 1992

Investor is the largest industrial holding company in Sweden, with total assets of approximately SEK 80 billion. Industrial holdings comprise a strategic portfolio in a number of Sweden's largest multinational corporations: Astra, STORA, Incentive, ASEA, SKF, Atlas Copco, Ericsson and Electrolux. Industrial operations consist of Saab-Scania.

INVESTOR



INVESTOR GROUP

- Net worth: SEK 35,067 m. (Dec. 31, 1991: SEK 27,028 m.*) or SEK 193 (148*) per share, up 30 percent.
- Income after financial items: SEK 1,148 (258*) m.

INDUSTRIAL HOLDINGS

- Market value of the strategic holdings: SEK 23,078 m. (Dec. 31, 1991: SEK 20,411 m.*), up 17 percent (The Affärsvärlden General Index up 9 percent).
- Acquisitions of shares in Incentive, sales in ASEA and Skandia.
- Sales of Rikskuponger, the shipping operations of Navigare and the holdings in NRT, Matra and BZ Bank.
- Pro forma

INDUSTRIAL OPERATIONS

- Operating income of the Saab-Scania Holdings Group: SEK 315 (342*) m.
- Operating income of the Saab-Scania Group: SEK 396 (422) m.
- Saab-Scania Group income after financial items: SEK 610 (270) m.
- Maiden flight of the Saab 2000. Agreement in principle reached
- with the Swedish military on the JAS 39 Gripen aircraft.

This is a summary of Investor's interim report for the three months ended March 31, 1992. The complete report can be obtained from Investor AB, S-103 32 Stockholm, Sweden, or by telephoning Int +46-8-614 20 00. Saab-Scania's interim report can be obtained from Saab-Scania AB, S-58188 Linköping, Sweden.

This appoundement appears as a matter of record only



POLSKA TELEFONIA KOMORKOWA, Sp. z o.o.

A JOINT VENTURE COMPANY FORMED BY Telekommunikacja Polska SA, Ameritech and France Telecom

US\$ 60,000,000 medium term loan

European Bank for Reconstruction and Development

SECURITY ARRANGEMENTS IN CO-OPERATION WITH: Bank Handlowy w Warszawie S.A.

FUNDS PROVIDED BY:

European Bank for Reconstruction and Developmen

Banque Nationale de Paris

Crédit Lyonnais

Internationale Nederlanden Bank N.V. Société Générale

> FINANCIAL ADVISOR TO THE BORROWER Lazard Frères et Cie



April 1992

INTERNATIONAL CAPITAL MARKETS

Ontario's \$2bn issue launched to warm reception

By Richard Waters

THE PROVINCE of Ontario's new programme of large global bond issues was launched to a largely appreciative market yesterday, enabling \$2bn of bonds to be soaked up with relative ease.

Against a positive background in the US Treasuries market, strong demand from US investors set the tone and acted to bring in investors from Europe later in the day. The 10-year bonds were offered with an indicated yield spread of 64-66 basis points over the US government market but, given the level of demand, it seemed likely last night that the deal would be priced at the lower level.

For Ontario, which this year expects to raise around C\$10bn from the capital markets to finance its budget deficit, the issue was an important launch for its new funding programme. Had it chosen to raise money through a smaller issue in the Yankee (domestic US) market, it could have offered a

widely seen to have been pitched at the right level to ensure true global distribution for the issue

Ahead of the opening in the Far East, around half of the bonds seemed destined for the US. J.P. Morgan and Salomon Brothers, joint lead managers,

INTERNATIONAL BONDS

each of which took \$600m of bonds, said the issue size would not be raised, and that allocations would be scaled

The second huge dollar offering of the week seemed imminent last night: a \$1bn, fiveyear issue from Toyota Motor Credit. Judging by early indi-cations, the Toyota issue will also be priced attractively to ensure a successful take-up. and the bonds could encounter strong demand.

For anything less than the sort of \$1bn issue it is planning. Toyota might expect to pay a yield spread of around 35 basis points over the govern-

als said. But the price was ment benchmark. To succeed in placing the largest-ever international bond issue by a corporate, however, it is expected to offer an extra 3-5 basis points, taking the yield spread

to as much as 40 basis points. Meanwhile, the Euromarket saw two other unusual dollar issues yesterday: \$200m of floating-rate notes from the Swedish National Housing Corporation (SBAB), and \$250m (raised from \$200m) of five-year bonds from Goldman Sachs. The floating rate notes, yielding around 8 basis points over Libor at the reoffered price, were aimed at a market which has seen little issuance other than from banks recently. Coming from a strong double-A credit, the issue was

Goldman's deal, priced to yield 91 basis points over Treasuries, was its second in the international market (it had offered a 100-basis point yield spread in the first issue, last autumn.)

reported to have met firm

During an active day, the Euromarkets also saw a pair of competing 10-year Canadian

dollar deals, both from high-class borrowers: the Inter-American Development Bank and OKB. The former offered a yield spread of 43 basis points,

the latter 38, prompting some complaints that the latter was

Firmish Export Credit came with an Ecu300m, three-year too keenly priced. The IADS sold out quickly, while OKB transaction, following the

spate of shorter-dated Ecu was reported to have met com-fortable demand, the syndicate deals of recent days. The maturity was pushed beyond breaking later in the day to leave the bonds trading at two years to get away from the high money market rates in around their yield spread at Ecu, which made very short bond yields appear unattracthe lead manager

| N | EW INTE | RNATIC | NAL | BOND | ISSU | E\$ |
|--|-----------|------------------------|----------|----------|------------|------------------------|
| Sorrower IS DOLLARS | Amount m. | Coupon % | Ptice | Maturity | Fees | Book Funner |
| rovince of Ontarlo(1)† | 2bn | (I) | เห | 2002 | | Salomon Brothers |
| Soldman Sachs(a)† | 250 | 75 | 10112 | 1997 | 1%/1% | Goldman Sachs |
| BAB(b)+1 | 200 | (b) | 100 | 1995 | 0.175/0.12 | SUBS Sec. |
| ceacsel Chem.Inds.(a)o | 100 | (b) 31 2 | 100 | 1996 | 214/112 | Dalwa Europe |
| inc.De Galicia B.Aires(d)f | 50 | 814 | 99.0253 | 1993 | 1.00 | Man. Hanover |
| Inc.Da Bahia Inv.(a)† | 50 | 10 | 97.654 | 1994 | 14/% | Bear Stearns |
| CUra | | | _ | | | |
| st.Banc.San Peolg.(c)#† | 150 | {c} | 100 | 1997 | 0,20/0,105 | oind.Bk.of Jepan |
| innish Export Crdt.(a)† | 300 | 94 | 101.0625 | 1995 | 13,/14 | Salomom Brothers |
| -MARKS Republic of Austria(a) | 1bn | 8 | 102 | 2002 | 212/112 | Dresdner Bk. |
| ANADIAN DOLLARS | 300 | 9 | 101,425 | 2002 | 2/1,775 | SBC |
| XB(a)t | 250 | 9 | 101.755 | 2002 | 2/178 | Crdt.Sulsse Fst.Boston |
| RENCH FRANCS Compagnie Bancaire(e)† | 600 | 814 | 99.61 | 1996 | 4 | Paribas Cap.Mkts. |
| IWISS FRANCS BM Intl.Fin.(g)f | 50 | 8 | 101 | 1994 | | SBC |
| ULDERS | | | | | | |
| Credit Lyonnais(a)† | 250 | 8½ | 100.20 | 2002 | 1/5 | Credit Lyonnais Ned. |
| In for Danish Ind.(a)t | 100 | 812 | 100.25 | 2000 | | Kredietbank |

Treasuries advance on 17% fall in April housing starts

By Patrick Herverson In New York and Simon London in London

US TREASURY prices firmed across the board yesterday after a large decline in April housing starts fuelled hopes of an interest rate cut.

In late trading, the benchmark 30-year government bond was up & at 102%, yielding 7.756 per cent. The two-year note was also higher, up & at 100%, yielding 4.930 per cent.

The market reacted instantly to news from the Commerce Department that housing starts fell 17 per cent in April, a decline that was almost three times analysts' forecasts.

The figures sparked speculation that the Federal Reserve's policy-making Open Market Committee, which met yesterday, would react with a cut in interest rates to stimulate the sluggish economic recovery. Although monetary policy remained on hold, there were expectations that the Fed would act soon. But some analysts cautioned the sharp drop

in housing starts last month was primarily due to an unfavourable comparison with unsustainably high levels recorded earlier this year.

GERMAN government bonds fell slightly following substantial gains on Monday, with trading nervous before the release of money supply data which could determine the future direction of interest

The benchmark 8 per cent Unity bond maturing 2002 closed at 100.21-29 for a yield of 7.96 per cent, little changed from Monday's closing level but below the high of the day. The June bund futures contract on Liffe, the London futures and options exchange, closed at 87.48, down from an opening level of 87.56 and well below the high of 87.63. Volume was sluggish at 30,000 con-

tracts against Monday's 80,000. Money supply data for April could be released any time from today and is one of the key economic indicators watched by the Bundesbank.

GOVERNMENT BONDS

unions agreed on Monday.

GET YOUR FT BY HAND DELIVERY

IN STOCKHOLM.

If you work in the business centres of Malmo, Lund, Stockholm or Gothenburg we'll deliver your daily copy of the FT to your office at no extra cost. Call Bradley Johnson for details (08) 666 0065.

FINANCIAL TIMES

Perrier battle ends with something for everyou

The council of the central bank holds a regular bi-weekly meeting tomorrow.

Yesterday, construction industry employers and unions agreed a 5.8 per cent pay increase, plus improved condi-tions of service. The settlement follows a similar deal between engineering employers and

■ UK government bond prices were stable to slightly weaker yesterday, but with few investors or dealers taking positions before the retail sales data for April expected today.

The benchmark 9 per cent gilt maturing 2011 closed at

100%, close to the opening level, for a yield of 8.9 per cent. The June gilt futures contract on Liffe closed at 99.06, just down from the opening level of 99.08 and below the day's high of 99.11. Volume was 15,000 contracts, well down

from Monday.

The market was encouraged by figures which showed the public sector borrowing requirement at £3.6bn in April, against market expectations of closer to £4bn. This suggested that government finances are not deteriorating as quickly as some analysts had

Official data also suggested that the UK economy is slowly starting to pull out of recession. Manufacturing output rose by 0.1 per cent during March, although the annual rate of growth remained negative, at minus 1.2 per

However, retail sales figures due for release today could give a better indication of the post-election performance of

■ JAPANESE government bond prices continued to trade with a firmer tone overnight in Tokyo, supported by the buoyancy of share prices and the strength of the yen on the foreign exchange markets.

BENCHMARK GOVERNMENT BONDS

| | | Coupon | Red Date | Price | Change | Yield | Week ago | |
|-------------|------------------|--------------------------|-------------------------|----------------------------|-------------------------|----------------------|----------------------|----------------------|
| AUSTRALIA | | 10.000 | 10/02 | 106,1648 | +0,618 | 9.07 | 9.34 | 9,71 |
| BELGIUM | | 9.000 | 06/01 | 101,2500 | -0.050 | 8.79 | 8.79 | 8,75 |
| CANADA * | | 8.500 | 04/02 | 100,9000 | +0.900 | 8.27 | 8.50 | 8.70 |
| DENMARK | | 9.000 | 11/00 | 101.1000 | -0.300 | 8,79 | 8.77 | 8.79 |
| FRANCE | BTAN | 8.500 8.500 | 03/97 | 99,0494 99,6500 | -0.050 | 8.73 8.53 | 8.73 8.58 | 8.76 8.63 |
| GERNANY | | 8.000 | 01/02 | 100_1700 | -0.050 | 7.96 | 7.97 | 7.92 |
| ITALY | | 12,000 | 02/02 | 98.9900 | +0.060 | 12.54† | 12.59 | 12.67 |
| | No 119 No 129 | 4,600 6,400 | 08/99 | 96.5524 105.1309 | +1.322 +0.114 | 5.47 5.47 | 5.84 5.55 | 5.83 5.61 |
| NETHERLAN | iös - | 8.250 | 02/02 | 99,4900 | +0.020 | 8.31 | 8.30 | 8.26 |
| SPAIN | | 11.300 | 01/02 | 102.6300 | -0.080 | 10.82 | 10.86 | 10.74 |
| UK GILTS | | 10.000 9,750 9.000 | 11/96 08/02 10/08 | 193-01 104-22 100-24 | +0/32 -1/32 -1/32 | 9.15 9.04 8.91 | 9.25 9.16 9.04 | 9,33 9,14 9,03 |
| US TREASU | RY • | 7.500 8.000 | 11/01 11/21 | 102-08 102-24 | +19/32 +21/32 | 7.8 7.75 | 7.35 7.86 | 7.42 7.92 |
| ECU (Frenci | (Govt) | 8.500 | 03/02 | 98.3500 | -0.200 | 8.59 | 8.63 | 8.59 |

The benchmark 10-year bond issue No 129 closed in Tokyo on a yield of 5.48 per cent, from 5.515 per cent on Monday.

The yen held on to Monday's gains on the foreign exchange markets, moving in a tight range against the dollar

between Y129,25 and Y128,25 in the day at 18,754, following a

Asian trading. By late afternoon in London, the Japanese currency stood at Y129.00. The Nikkei 225 stock market index closed up 311 points on

368 point rise on Monday.

Technical Date/ATLAS Price Source

Investors expect steady flow of share offers from France

By Sara Webb

INTERNATIONAL equity investors expect to see a steady flow of global share offerings from France following last week's surprise announcement that the French government plans to raise FF19.5bn from selling its 19 per cent stake in Total, the French oil

group.

Analysts predict the French government may raise up to FFr15bn this year and a further FFr20bn-FFr30bn from partial privatisations in 1993.

INTERNATIONAL **EQUITY ISSUES**

depending on which party wins the general election. Given the large size of the deals, the government may need to raise up to 25 per cent of the total from international investors.

Ms Sophie Blanpain, French analyst at Shearson Lehman Brothers, says attention will focus initially on Total's equity offering, adding that if this is well-received and takes place soon, it could pave the way for another privatisation later this

No date has been given for the Total offering, which is the biggest of the partial privatisations so far, although market participants expect it to take place within the next two months, probably in June. Ms Blanpain believes the international tranche could represent up to 25 per cent of the

The state has already raised FFr2bn from the sale of its 2.3 per cent stake in the oil group Elf Aquitaine, and is expected to sell shares in the Caisse Nationale de Prevoyance (CNP), a life insurance company, raising

an estimated FFr2bn. Ms Blanpain points out that the state is likely to sell shares in companies which have completed their restructuring. She believes the next candidate for pertial privatisation is likely to be either Rhône Poulenc, the chemicals and pharmaceuticals group, or Pechiney, the state-

owned aluminium producer. Shearson Lehman forecast that if the Conservative Party wins the general election next year, it would probably intro-duce a large-scale privatisation programme. raising about FFr30bn in 1993 and up to FFr60bn a year thereafter - equivalent to 0.8 per cent of GDP. Most of the proceeds would be used to repay government debt or reduce its net issuance.

Recent opinion polls and the results of the regional elections earlier this year have suggested that the ruling Socialist Party is unlikely to form the government.

• Reliance, the Indian petrochemical group controlled by the Ambani family, looks set to oush ahead with its international equity offering, despite the recent financial scandal in India which has hit stock prices on the local stock mar-

Morgan Stanley, lead manager for the \$100m equity issue, said pricing is expected to take place "within the next few days" provided market conditions were favourable.

The deal, which marks the first time an Indian private sector company has issued an international share offering, is to help finance a gas cracker.

American Express in SEC filing

AMERICAN Receivables Financing has filed with the US Securities and Exchange Commission to securitise certain of its credit card receivables, Reuters reports from New

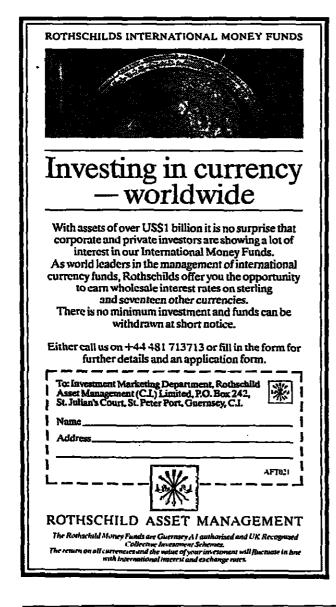
The deal will be the first by the company, part of the American Express group.

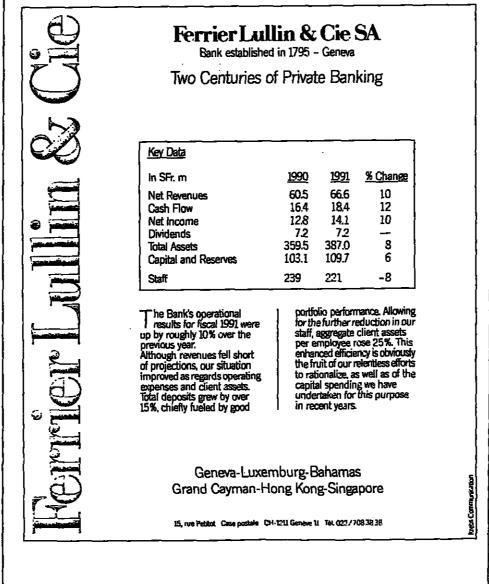
American Express said its Lehman Bros brokerage unit would serve as underwriter for any securitisation transac

Revolving credit receivables excluded from the proposed deal are American Express Optima credit card, an American Express spokeswoman

N. S.

6 30 g





Any ume any place any share.

Instant access to UK prices from anywhere in the world.

Whether you're doing business in Berlin or hatching deals in Rong Kong, FT Cityline International can link you with real time prices from the London Stock Exchange. One phone call is all it takes to put you in touch with:

Over 3,500 share prices

• Over 7,000 unit trust prices A wide range of financial reports

 A confidential portfolio facility FT Gityline has proved invaluable to business

people and investors in the UK for years. And now it's available from anywhere in the world. Just fill in the coupon below or telephone 071-925 2131. You'll be amazed how little it costs to have instant access to this unique service.



| Name | ills of FT Cityline International. |
|--------------|---------------------------------------|
| Position, | |
| Organisation | |
| Address | |
| | · · · · · · · · · · · · · · · · · · · |
| | |
| Post Code | Tet No |
| | tyline International, |

TELECOMMUNICATIONS IN BUSINESS

The FT proposes to publish this survey on June 18 1992. The survey will be seen by 54% of Chief Executives in Europes larges To reach this important audience with your advertiser Philip Dodson Tel: 071 873 3389 Fax: 071 873 3062

Date source." Chief Executives in Europe 1990

FT SURVEYS

CALLS PUTS
Jun Ses Dec Jun Sep Dec

725 46 - - 18 - -750 32 60 82 30 50 64

Midland BA 340 19 40 47 10 21 26 13971 420 71; 21 32 29 37 43

Power 215 16 20 = 21, 3 = 1°227) 235 41, 9 = 11 18 =

Scottish

Power 180 8 13 15 41, 111, 121,

[818] 190 4 8 101, 11 17 19

Vasi Reels 50 61: 81: 11 2 31: 5 (*554) 60 11: 41: 51: 7 81: 10

Welkenne 950 67 108 135 20 42 56 (1989) 1000 37 78 110 43 67 83

CALLS
Navy 205 155 107 56 21 41, 1
Jun 220 172 126 84 46 22 8
Jul 235 189 144 104 71 44 25
Aug 251 208 166 129 94 67 45
Dec 1 318 - 246 - 178 - 120

May 19 fotal Contracts 29 821 Carls 22,395 Parts 8,426 FT-SE Index Calls 2,168 Parts 2,754 Euro FT-SE Calls 6,50 Parts 582 'Underlying security price 1 Long da

1 2 5 19 56 106 156 3 5 7½ 17 32 62 110 158 8 11 16 28 45 73 109 159 13 18 28 39 57 84 115 159 35 - 58 - 90 - 140 -

Conroy Pet 612

1150 72 110 147 25 50 67 1200 42 82 120 47 74 89

240 15 26 29 41, 9 13 260 51, 14 19 14 19 23

Glave 17746 >

Mattogal

Persons (*1188)

PUTS May Jud Jud

PUTS May Jun Jul Aug Dec 1

Tesco Thorn EMI T & N

of share France

The second secon

The state of the s the part of the pa

is another

the same to the same of the sa

See a set the The supplier of the second

the second second

Salar Company

a thin the Suk

and the state of t

The second second

'SS in SEC file

and the entropy of the

or the gray

100

and the country (m

were the stable

Mary Mary

AFSDAY MAY DIS

FT/ISMA INTERNATIONAL BOND SERVICE T/ISMA INTERNATIONAL BOND SERVICE

Outs for which there is an adequate secondary market.

Inseed Bid Offer day Yield GTHER STRAIGHTS

200 105-1 108-1 108-1 4-2 2 247-ERECKE VERBURS INT 7 44 LF.

200 105-1 108-1 108-1 4-6 23 COPPERAGEN IEL 8 5.8 96 LF.

200 105-1 106-1 106-1 4-7 7.4 6 WORLD BANK 290 LF.

200 106-1 106-1 4-7 7.5 WORLD BANK 290 LF.

200 106-1 106-1 4-7 7.5 WORLD BANK 290 LF.

200 106-1 106-1 4-7 7.5 SELL CALADA 10 5.8 96 LS.

200 106-1 106-1 4-7 7.6 SELL CALADA 10 5.8 96 LS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.8 96 LS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.6 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.7 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.7 SELL CALADA 10 5.9 CS.

200 108-1 108-1 4-7 7.7 SELL CALADA 10 5.9 CS.

200 108-1 10 RISES AND FALLS YESTERDAY LIFFE EQUITY OPTIONS Closing prices on May 19 U.S. BOLLAR STRAIGHTS
ABN 91,0 94
ALBERTA PROVINCE 93,8 95
ALSTRAIG 81/200
BARK OF TOKYO 8 3/8 96
BEIGHIN 95,80 98
BEIGH 95,80 98
BEIGH 95,80 94
BRITISH 6A5 8 1/8 99
CARRADA 976
CARRADA 976
LARGO 914 96 750 40 62 75 1½ 18 26 800 6 31 48 17 40 49 850 1 14 29 67 77 82 30 7 8 10 5 2 2 3 5 5 35 35 5 7 5 5 6 5 8 40 2 3 5 5 9 5 10 5 11 5 BELGIUM 9 5,89 98

SICE 7 344 97

DAP 8 5,89 94

DAP 8 5,89 94

CARADA 9 78

CARADA 460 36 50 55 1 51 13 500 5 24 30 10 19 29 550 12 61 13 57 58 62 Bril, Telecom 330 21 29 35 2 81, 11 Louring (*349*) 360 2 11 18 13 25 27 [*96*) Smki Ber-chan A 800 87 109 133 81, 20 28 0'884) 850 49 77 100 24 36 47 900 26 52 72 25 52 62 67 LONDON RECENT ISSUES EQUITIES British Steel 80 6 8½ 9½ 4½ 6 7½ (*81) 90 2½ 4½ 6 11½ 13 15 Guinness 550 50 65 80 1 7½ 13 R Royce 160 13½ 19 23½ 4 8 12 (95%) 600 7 32 48 12 29 41 (*169) 180 3½ 9 13½ 14 17½ 21 Times Greats P/E Cov'd Yleid Ratio 600 36 56 67 11 17 24 650 12 29 37 37 45 50 N3.1 = 42 = 8.75 3.0 28 15.5 C & Wire 1572 J Conclaulds 2.0 - 2.6 - 2.6 w2.25 22 3.4 183 F3.75 - 12.3 - 7.9 F3.75 - 4.2 - 4.3 1.7 4.0 16.7 180 23 33 38 11₇ 9 14 200 7 22 30 7 19 23 LASMO (*199.) Com. Unios 500 30 40 52 13 24 28 (*509) 550 8 18 29 45 55 57 360 25 39 48 16 24 30 370 12 25 33 34 41 47 F3.75 F3.75 420 28 34 47 13 22 26 460 9 18 26 37 46 50 Frand Met. 475 36 47 - 8 16 - 6477) 500 21 33 45 18 28 30 600 42 64 78 2 11 20 650 7 32 50 18 31 40 5cot & New 460 10 24 32 10 23 30 1461 500 1 912 17 43 55 57 FIXED INTEREST STOCKS # 42 756

48 55

14 8.55

14 8.55

14 8.25

14 8.25

15 8.25

15 8.25

16 8.25

16 8.25

16 8.25

17 8.25

18 99

18 99

19 88 95 05

10 13 COLE NO ECU

** 10 14 8.25

** 10 15 COLE NO ECU

** 10 15 COLE NO ECU Issue Autount Lates 1992
Price Paid Resunc 1992
Date High Low Clasing Price £ + or -Thames Water 420 26 33 41 11, 11 14 (445) 460 3 12 22 20 33 35 150 80 Brent Walter Var Rte 2nd Pri 100/07 12p 7p Do.8 i pc, 3rd Non-Cam Car Pri 2007/10 ... 58 i p 48 i p M & 6 Recovery Zero Dir Pri 10 Jam Sen Dec Jam Sep Dec 280 38 43 51 1½ 4½ 6½ 300 20 28 37 4½ 10 13 330 5 12 21 20 24 27 Sainesbury 460 21 35 46 13 19 24 (*469) 500 6 18 26 43 45 48 Shell Trans. 500 23 33 43 11 20 23 (%505) 550 3½ 11 20 47 52 52 Storebouse 130 10 16 18 6½ 10 12 Amstrad P137) 140 5½ 10½ 14 12 15 18 (°40) RIGHTS OFFERS SWISS FRANC STRAIGHTS
ASIAN DEV BANK & 10
AUSTRIA 4 5/8 98.
CHUBU ELEC POWER & 5/4 01.
COUNCL EUROPE & 3/4 98.
EEF 5 1/2 00
EE 6 1/2 98.
ELEC DE FRANCE 7 1/4 06
FINLAND \$ 3/8 9.
ELEC DE FRANCE 7 1/4 06
FINLAND \$ 3/8 9.
ELEC DE FRANCE 7 1/2 98
LIAPAN DEV BK \$ 1/2 94
COEBEC AUTORS 7 1/2 99
QUEBEC RYDRO \$ 68
WORLD BANK \$ 50
WORLD BANK \$ 50 Clasing Price P 1992 100 100 250 100 800 100 100 240 240 250 100 150 600 884 904 905 907 907 1014 1005 95 97 95 87 75 85 1024 Price p gp Date High own 12/0 Zigm 13/0 Langer 12/0 Zigm 13/0 Sigm 13/0 Langer 12/0 Langer 12/0 Zigm 13/0 Sigm 13/0 Langer 12/0 Langer 12/ High Low 900 49 75 91 14 25 30 950 22 47 64 39 47 54 Mary Ang Mere Nazy Ang Hon 330 38 49 56 1½ 7 15 bhoots 250 19 25 34 7½ 14 18 350 12 301 37 6 7 27 (*270) 280 7 15 26 17 25 29 384 3 ~ - 22 - -VEN STRAIGHTS

AUSTRIA 43494

CRESH FORGER 5 1494

ORDINARY 795

EIR 4 5/894

ELEC DE FRANCE 5 5/896

FINLAND 6 3/4 96

ORTHER ANDER DEV 7 114 00

KANSAI GLEC PRIN 4 5/8 99

HIPPONITEL & TEL 5 7/8 96

NORWAY 5 1/8 95

NOF 6 3/4 00

SWEDEN 5 5/8 95

WORLD BANK 6 3/4 00 TRADITIONAL OPTION 3-month call rates MINDUSTRIALS p
Allied-Lyons 49 Comm Union 34 Legal & Gen 29 Lloyds Bank 32 Lonhro 12 Lucas Inds 12¹2 Astec (BSR) Eurotunnel 32 FNFC BOC RTA Forte TRADITIONAL OPTIONS Blue Circle NatWest Bank First Dealings Ests., Comac, Ferrandi, ML Hidgs., Mountteigh, Ratners, Saatchi & Saatchi, Tarmac and Wembley. Puts and calls in Ossory Ests. and Racal Elect 51₂
RHM 18
Rank Org 55
Ramers 3 ns August 20 Sept 1 Brit Aerosoace .. Grand Met • For settlement 3-month call rate indications are also shown on this page.
Calls in ASDA, Benson Group, Brit Telecom Hanson The Financial Times Ltd., 1992 Reproduction in whole or in part in zey form not permitted without written consent.

Data supplied by international Securities Market Association.

in the world.

| They seemed to the limited that the limited to the | IMES CONFERENCES |
|---|--|
| | |
| NOR: | TH SEA |
| OTT. | & GAS |
| | |
| - New Invest | ment Challenges |
| 6 & 7 Ju | ıly 1992, London |
| the current investment challe | review North Sea activity, examine enges facing companies operating in the utlook for the equipment and service king part include: |
| Dr Chris S Gibson-Smith Chief Executive, Europe BP Exploration Operating Company Limited | The Rt Hon Michael Heseltine MP President of the Board of Trade Department of Trade and Industry |
| Mr Sam Laidlaw Managing Director Amerada Hess Limited | Mr Johan N Vold Executive Vice President Statoil Group |
| Mr Knut Aam President & Managing Director Phillips Petroleum Company Norway | Mr Chris Greentree Chief Executive LASMO plc |
| Mr Peter D Gaffney Senior Partner Gaffney, Cline & Associates Ltd | Mr Ron Probert Managing Director, Gas Supply & Strategy British Gas plc |
| Ms Judith Z Steinberg Chairman NOGEPA | Mr Peter H Steen Deputy Managing Director The Danish Energy Agency |
| Mr Edmund A Wallis Chief Executive PowerGen plc | Mr Graham J Hearne CBE Chairman & Chief Executive Enterprise Oil pic |
| A FINANCIAL TIMES CONFEREN in association with NORTH SEA LET | NCE TER and EUROPEAN OFFSHORE NEWS |
| NORTH SEA | Financial Times Conference Organisation 126 Jermyn Street, London SW1Y 4UJ Tel: 071-925 2323 Fax: 071-925 2125 Tbc; 27347 FTCONF G |
| OIL & GAS | Name |
| Please send me conference details Please send me details on exhibiting at the conference | Company / Organisation |
| FINANCIAL TIMES | Post codeCountry |
| CONFERENCES | Tot Tix Fax HA |



13 May 1992

ESPIRITO SANTO FINANCIAL HOLDING S.A.

("ESFH") (a Societé Assonyme incorporated and registered under Luciembourg law)

Reed Intl

CHAIRMAN'S STATEMENT

"The company had successfully achieved its main objectives for 1991 which were the integration of Companhia de Seguros Tranquilidade in the ESFH group and the acquisition of a very important position in the share capital of Banco Espirito Santo e Comercial de Lisboa. The results show that this considerable effort has resulted in the strengthening of ESFH's financial situation and a substantial increase in its total assets and profits. ESFH looks forward to restructuring its commercial banking network and to develop a greater use of the synergies between its Portuguese and international operations. These are essential to ensure progress in profitability in an environment of increased banking competition and continuing economic development such as we are currently witnessing in Portugal". Ricardo Espírito Santo Salgado, Chairman

ESPIRITO SANTO FINANCIAL HOLDING S.A. AND SUBSIDIARIES Condensed Consolidated Statement of Operations and 31 Dec 90 Retained Earnings for the Period ended December 31st, 1991. US 5'000s US \$'000s BANKING ACTIVITIES Interest income and income from securities and investments 1,538,557 644,872 Fees & other operating income 228,328 111,518 1,766,885 756,390 Interest expense and other operating charges 999,800 600,130 General and administrative expenses and other charges 79,622 381,716 Provisions 56,154 21,408 1,437,670 701,160 329,215 OPERATING INCOME FROM BANKING BUSINESS 55,230 INSURANCE ACTIVITIES Insurance premiums & other direct insurance income 285,502 Reinsurance accepted 254 27,134 Income from free assets & other operating income 312,890 Insurance claims & other direct insurance expenses 220,851 Reinsurance ceded 19,286 Other operating expenses & General and administrative expenses 64,998 305,135 OPERATING INCOME FROM INSURANCE BUSINESS 7,755 336,970 TOTAL OPERATING INCOME 55,230 (11,500)Amortisation of goodwill (3.216)Translation gain (loss) (1,081)(1,784)Other non-operating charge (1,920)3,440 322,469 53,670 Net income before taxation Provision for taxation (97,113)(15.522)38,148 225,356 Net income after taxation Net charge auributable to minority interests (189,593)(12,587)25,561 NETINCOME 35,763 14,224,159 2,377,478 TOTAL ASSETS 1,804,557 13,293,183 TOTAL LIABILITIES 465,476 257,120 TOTAL SHAREHOLDERS' EQUITY AND CONVERTIBLE BONDS

Dowty estimates £29m in defence

DOWTY GROUP, the aerospace and specialist engineering company, yesterday produced a robust response to the hostile £497m bid from TL estimating pre-tax profits for the year to the end of March 1992 of £29m.

The unaudited figure was £8.5m higher than the assumption TI made of Dowty's profits in its offer document and also Sim higher than the figure Cazenove, Dowty's brokers,

Mr Bruce Ralph, Dowty chief executive, said the 1992 profits on their own showed the 183p bid and TI's cash alternative of 175p were too low. Accusing TI of being obsessed with the past, Mr Ralph said the offer also grossly undervalued Dowty's prospects. Dowty closed 2p

lower at 179p. Dowty also drew on forecasts from the world's airframe builders to highlight an estimated £9.8bn of future sales it would make on current aircraft programmes in the next 10 to

The higher-than-expected



Bruce Ralph: TI obsessed with the past

profits estimate arose from a restructuring that included the cutting of a lifth of the Dowly workforce - or 3,000 people in the first nine months of the financial year. The benefits had begun to work through in

almost a month ago. However Dowty would need

Initial reactions from institutional shareholders was that Dowty had at least dealt itself back into the game after letting TI make all the moves since it launched the bid

to convince the City and shareholders that aerospace profits had bottomed out. It would also have to produce a vision for the aerospace division that went beyond simply enjoying the benefits of recovery in the industry in the next two years and the cost-cutting pro-Dowty has wanted to turn its

shareholders' attention away from the dire performance of last year to the more promising future. But it is unlikely to be able to produce a forecast for the year to March 1993. Mr Christopher Lewinton. TTs chairman and chief executive, said there was nothing in the document to alter his view that TT's final offer fully valued

Dowty and its prospects.

Dowty derived its £29m pre-tax profits from operating profits of £28m in aerospace, £9.5m from polymer engineering, film from electronic systems which analysts said suggested a very strong recov-ery in second half – and losses of £4m in information technol-

Customers likely to stay with enlarged bank

By John Authers

LLOYDS BANK would not expect to lose a significant proportion of Midland Bank's customer base if its proposed take-over was successful, Mr Brian Pitman, the bank's chief executive, sald yesterday.

He pointed to the recent merger of ABN and Amro, the Dutch banks, where he said a tiny percentage of customers had deserted the new bank, and to the sale by Midland of Crocker Bank to Wells Fargo. "There was a fear that they would lose many customers, but they didn't." he

However, he did not follow up the commitment Lloyds made last week to provide support for small businesses with any equivalent promise for private customers.

He said the bank may make further commitments to private customers, and promised that integration of products would involve keeping the better product provided by the two banks in each case. But he declined to comment



further on what Lloyds might

FOR MIDLAND

He said integration of the banks' products, including changes to cheque books and charge cards, could start "quite quickly" after the passing of the act of parliament which would be needed before the merger could go through.

Until this happened, Midland Bank would operate as a subsidiary of Lloyds, and its products would remain unchanged. He predicted that the process would start by the

The Bank of England has now been given formal permission for Hongkong and Shanghai Banking Corporation to buy Midland Bank, having already given the banks guidance that such a deal would be allowed, writes Robert Peston.

Having been given this permission, Hongkong Bank now has the right to buy Midland shares in the stock market to add to its existing 15 per cent stake. However, it is understood that Hongkong Bank is reluctant to exercise this right for the time

Midland has suggested that product integration would be a difficult process.

Lloyds also revealed a few extra details about the mechanics of the changes it would make to the new combined bank's product range: Midland's range of credit cards, including the "affinity" cards which at present do not carry an annual charge, would be maintained: • Firstdirect, Midland's tele-

phone banking subsidiary, would be expanded;

• Midland Life, Midland's life

assurance company, would continue to operate separately thanks to the difficultles involved in merging life com-panies, although Lloyds would look to extend its successful Black Horse Life range of prod-ucts to existing Midland cus-

Mr Pitman said that the transition would be made "as smooth as possible" for both Lloyds and Midland customers, and remained very optimistic that this could be achieved. despite the doubts of some

Fall in US rates check growth at **Sedgwick**

By Richard Lapper

SURPRISING falls in rates in the US insurance market have held back profit growth at Sedgwick, the insurance broker, which yesterday reported pre-tax profits of £41.5m for the first quarter to March 31, marginally down on the £42.6m recorded last year. Earnings per share were

6.4p (6.6p). Operating income grew to 2178m (£169m) with expenses rising to £147m (£139m), increases of 2 per cent at con-

stant exchange rates.
Although insurance underwriting contributed £200,000 this was offset by a fall in investment income to £13.3m (£14m) and the share of profits earned by associates to

Interest payable rose to £3.6m (£2.6m). A strengthening in the US dollar was worth £1.3m to the

group.
Insurance rates in the London market have continued to increase but weakness in the US market, which contributes between 35 and 40 per cent to the group's turnover, has

undermined growth.

Mr David Rowland, chairman, said US rates had fallen by between 12 and 15 per cent in the first quarter. "No-one was expecting a glorious upswing but that it softened again was a surprise."

Hinting at continual pressure on the group's US expenses Mr Rowland said Sedgwick saw "no sign of any

Apollo Metals falls to £711,000

Apolio Metals reported pre-tax profits of £711,000 for the six months to March 31, against £969,000. Turnover fell from £14.3m to £12m.

Earnings per share were 3.4p (4.8p). But the interim dividend is being maintained

at 1.15p. Gearing remained at less than 10 per cent. Interest payments dropped from £100,000

Yorkshire Water in engineering joint venture with Babcock

By Peggy Hollinger

YORKSHIRE WATER and Babcock International yesterday unveiled a joint venture aimed at tackling engineering opportunities in the rapidly-changing global water industry.

The move marks a further step in the diversification programme of the recently-privatised water companies. Until now, many have largely concentrated on diversifying into waste mana

Babcock International will pay Yorkshire Water £5m for 50 per cent of the new company, to be called Babcock Water Engineering. BWE will comprise York-

shire's engineering subsidiary - employing 400 engineers and support staff - and about 20 Babcock employees. The chairman will be Mr Eric Masell, who joined Babcock last year to advise on opportu-

nities in the water sector. initially, the company will rely on business supplied by Yorkshire Water, which currently feeds about 70 per cent of its £300m per annum capital spending through its engineering subsidiary, Yorkshire Enterprises. Sir Gordon Jones, chairman of Yorkshire, said that the venture would retain the orders only if competitive. "They will have to fight for

business," he said. Yorkshire's current capital spending programme is expec-ted to benefit BWE for three years. By 1995, the company is forecast to have about 20 per cent of its business from customers other than Yorkshire. Sir Gordon said his company's engineering subsidiary would benefit from Babcock's international exposure and

marketing expertise. There

were several other markets which were moving towards

privatisation – such as North America, Australia and eastern Europe - where Yorkshire's expertise in the water sector could be put to good use. The deal also pushes forward

the company's programme to achieve 10 per cent of group profits from non-regulatory businesses within five years of privatisation. "The non-regulated businesses will grow," Sir Gordon said. "The regulated side will only ever get more regulated."

Analysts cautioned against too much optimism, however, saying the venture was only a drop in the bucket of Yorkshire Water's total business. Based on company estimates that the joint venture might achieve sales of £200m in five years, profits would be about £10m compared with a forecast £185m for the group as a whole

Kunick drops to £5.9m loss

By Peggy Hollinger

KUNICK, the amusement machine and nursing homes group, plunged into the red in the first half as £6.2m in property write-downs and restructuring charges wiped out depressed trading profits. Pre-tax losses, after the exceptional charges, came to 25.9m for the six months to

March 31, compared with a profit of £5.2m last time. Turnover rose marginally to £58m. Mr Christopher Burnett, who is replacing Mr Russell Smith as chairman, said the bulk of losses occurred in the amusement machine operation, where the UK market declined

by about 15 per cent. Operating

profits fell from £4.7m to

The nursing care side reported a 50 per cent increase in operating profits to £1.2m. Debt of £45m represented 64 per cent of shareholders' funds. There is no interim dividend.

COMMENT

The company has been left well and truly reeling by the triple whammy of recession, fruit machine stake increases and fewer pubs following the

intervention of the Monopolies and Mergers Commission. So much so, that Kunick has even had to offer the brewers a hefty £5.5m up front to allow its machines through the door. and preserve some sort of steady, longer-term business. Whether it can survive the impact of recent trials depends on several factors: property

disposals, rapid cost-cutting,

and the long-awaited economic upturn. The market appears to be pessimistic and the shares which were 38p in Septem ber - fell 3p last night to close at 6%p. Certainly, the fact that analysts are betting on Kunick having to negotiate new interest covenants with bankers does not offer comfort. Forecasts are for losses of about 24.8m after the exceptionals.

| DIVIDENDS ANNOUNCED | | | | | | | | |
|------------------------------|--------------------|-----------------|---------------------------------|----------------------|-----------------------|--|--|--|
| | Current payment | Date of payment | Corres - ponding dividend | Total lor year | Total last year | | | |
| Allied-Lyonsfin | 13,35 | July 31 | 12.54 | -20 | ::18.81 | | | |
| Anglo Irish Bankint | 1,3641 | - | 1.36 | | 3.36 | | | |
| Apollo Metals §int | | July 10 | 1.15 | | 3.45 | | | |
| BOC Groupfin | | Aug 3 | 10.2 | 22 | 21.341 | | | |
| British Airwaysfin | | July 24 | 6.05 | 10.18 | 8.85 | | | |
| Capital Radio | | July 17 | 1.75 | | 5.25 | | | |
| Concentricint | | July 6 | 3.54 | | 11.17 | | | |
| Countryside Propint | | Sept 3 | 1.41 | <u>.</u> | 4.11 | | | |
| Hospital Corpfin | | оф. с | 0.1 | nii. | 0.111 | | | |
| LAWSint | | July 16 | | | 2 | | | |
| Jennyn Investfin | 1.5 | outy is | 3. | 1.5 | 3 | | | |
| Kunickint | nit | _ | 0.8 | | 14 | | | |
| | 3.51 | July 1 | 3 | <u>-</u> | 9.75 | | | |
| Leeds Groupint Reedicutin | 2.81 | July 1 | 2.81 | 3,44 | 3.44 | | | |
| | | July 6 | 1.86 | 1.7 | 1.86 | | | |
| Strutton inv Tstfin | 1.7 | | | - 1,7 | 5.35 | | | |
| Tunstal) Groupint | 2.25 | July 22 | 2.15 | - | | | | |
| Young (H) Hidgeint | . 2 | July 17 | 2 | | - 6 | | | |

Dividends shown pence per share net except where otherwise stated ton increased capital. SUSM stock. Iffor 15 months. Includes special 0.14p. Irish currency.

"During the year Allied-Lyons has taken a number of strategic decisions which lay a good foundation for future success."

Michael Toshamo

Extracts from the Chairman's Statement's

| | x Profit profits to excesordinary.) | _ | per Share | Dividends per Share | |
|---------|-------------------------------------|---------|-------------------|---------------------|---------|
| 1991/92 | 1990/91 | 1991/92 | 1990/91 | 1991/92 | 1990/91 |
| £641m | £623m | 41.0p | 4 0.5p | 20.0p | 18.81p |
| Up 2 | 2.9% | Up l | 1.2% | Up 6.3% | |

53 weeks to 7 March 1992.

"In spite of recession in most of our major markets, pre tax profits, before taking property profits to extraordinary, increased."

"We have achieved these results whilst also embarking on a long-term process of progressive change".

"Our commitment to build leadership positions led to the exciting joint venture with Carlsberg which can help us gain an enhanced position in UK brewing".

"We wish to extend Allied-Lyons' international trading activities from the base provided by our strong positions in the UK and North America. Joint ventures are of great significance. We strengthened our ties with Domecq, important to the building of our business in Spain, Mexico and South America. Our joint venture with Suntory goes from strength to strength both in the Japanese spirits market and through

"We will continue to build up the company's international trading strengths. Allied-Lyons will be well placed to benefit from any economic upturn".

growing co-operation in other areas."



Company No 2104655. Registered in England and Wales

RESHOPCROSS LIMITED

Principle place of huminace Foundry Lum,
Houtenn, West Sumer, RH 13 59%

NOTICE IS HERRESY GIVEN, persuent to Section 48(2) of the Implement Act 1386, the a meeting of the unscovered cordines of the whore-wanted company will be held at Outherd House,
19 Alice Place, Meddenen, Jenn, 28914 5072 one
Transadesy 28 May 1992 at 10.00am for the purpose of having laid before it a copy of the spect proposed by the Administrative Reculevest under Section 48 of the said Act. The mosting may, if is thinks IR, establishs a committee to enterties the functions confirmed on evolutions on the said of the said of

Company 762350: MUTSUKIKU LIMITED Mature of Switzers Designs in Fissey Goods.
Address of registered officer 15 Old Recompton
Read, South Konsington Leadon SW7 3RZ.
Liquidates names and addresses John Martin
Liquidates Regard of the Switzers Signed J.M. Iredain Dated 15 May 1992.

PERSONAL

LEGAL NOTICES

SARLEC RICHFIELD LIMITED

Wales

**BARLEC RICESTELD LIMITED

Principal place of Instances, Postaby Lam,
Harchers, West Samers, Rhits SPK

NOTICE IS HEREBY GIVEN, pressumt to
Societa 48(2) of the Involvency Act 1986, that a
meeting of the unsucand confines of the abovement company will be hald at: Octoned House,
10 Ablem Place, Maidstone, Kent, ME14 5DZ on
Thursday 28 May 1992 at 10.30cm for the
purpose of having laid before it a copy of the
supose of having laid before it a copy of the
supost prepared by the Administrative Rondwars
under Societa 48 of the said Act. The macing
may, if it thinks 6t, establish a committee to
sunction the functions conferred on confiner
commisses by at made for Act.

A proxy form is enclosed. Creditors whose
claims are wholly sectived see not entitled to
attend or be represented at the smooting. Other
confines are only entitled to wise if:
(a) they have delivered to me at the address
shown above, no later than most on 27 May
1992, without details of the delay they claim to be
done to them from the company and the claim has
toon day educated maker the provisions of Rule
3.11 of the knodwardy Rules 1996; spal
(b) there has been looked with makes may promy
which the carefilter instance to be used on his or
has blad!

Places note that the original premy signed by or
on behalf of the woolkers must be looked at the
address musticesely photocopies (including Saned
coping) are not acceptable. Johnt Administrative
Rosolvest, Dated 13 May 1992

which the cooldar instead to be used up his or her behalf.
Please note that the original purey signed by or as behalf of the crothers must be beinged at the address mentionet photocopies (behalfug fasted copies) see not exceptable. Signed N J Vooght, Joint Administrative Receiver, Dated 13 May 1992

COWES EXPRESS LIMITED (IN LIQUIDATION) and pumber 2361734 Registered number: 2361734
Returns of brasiness: Transport Services. Trade
classification 32. Data of appointment of Joint
Administrative Receivers: 28 April 1992. Name
of purson appointing joint administrative
receivers: Lloyds Bank Pic. Instrument

Adrian Richard Statemy (Office holder number 2665) Joint Administrative Receivers. Cock Gelly, 5 Town Quey, Southempton SO9 1201

Company Number 857866 Registered in England and Wales Bike Electrics (Haldscheed) Limi in Aquidadion

In Regulderion
We, M Palios ACA and J M Indels PCA of
Cook Guly, Abacus Court, 8 Minshall Street,
Manchester M1 SED, hereby give notice
that we were appointed Lipuldator of the
above company at a meeting of members
duly convened and held on 11 May 1992.
Signed M Palios, John Lipuldator
Dated 45th Kim 1992.

RossbersWight Alk LEATED
Registered tember: 2363941.
Names of brahmen Air Transport Services. Trade
deselfication 29. Date of appainment of John
Administrative Reselvers 22 April 1992. Name
of purson appainting joint administrative
reselvers: Liopin Bank Pic. Instrument
reselvers: Liopin Bank Pic. Instrument Golly, 5 Town Quay, Southempton \$09 12G

COLES MARINE SERVICES LIMITED COLES MARINE DER recommend tember 2507228
Nature of business Managers of shipping property and companies. Trade dessification 30. Date of appendiment of John Administrative Reconverse: 28 April 1992. Name of persons laber administrative professor Licyth Receivers: 28 April 1974. Numb of parson appointing joint administrative southwast Lloyds Bank File. Instruments conferring power to appoint Debrame dated 8 November 1990. Alast Pater Walley (Office holder number 2003), Admin Rebard Stumey (Office holder number 2003) John Administrative Receivers. Cock

COMMERCIAL **PROPERTY** Appears every Friday in

OF WIREPS

the Financial Times. For details of our 1992 advertising rates and future surveys, please contact:-PETER SHIELD on 071 873 3284 or by fax on 071 873 3064.

FINANCIAL TIMES CONFERENCES

INVESTMENT **OPPORTUNITIES** IN SWEDEN

1 July 1992, London

Lhis one-day conference will examine Sweden's economic and financial reforms, its privatisation programme and assess the opportunities for foreign investment.

Speakers include:

Mr Per Westerberg Minister of Industry and Commerce, Sweden

Swedish Steel AB (SSAB) Mr Urban Bäckströrm Under Secretary

Mr Rune Andersson

Chaiman of the Board

Ministry of Finance, Sweden Mr Herman C van der Wyck Chairman

S G Warburg & Co Ltd Dr Peter Wallenberg Chairman, Investor AB First Deputy Chairman

Skandinaviska Enskilda Banken Mr Nils Lundaren Chief Economist Nordbanken

Mr Win Bischoff J Henry Schroder Wagg & Co Limited

Mr Brian Knox

Advișer Kleinwort Benson Limited



For information please return this advertis together with your business card, to: **Financial Times** Conference Organisation

126 Jermyn Street, London SW1Y 4UJ, UK Telephone: 071-925 2323 Telex: 27347 FTCONF G Fax: 071-925 2125 HB

COMPANY NEWS: UK

Cost containment helps BOC advance to £163m

By Paul Abrahams

The first state of the first sta

Valled Contoned

The second of th

The state of the s

The first the factors of the factors

The state of the s

i bitinem Le

.... they talk MC

The country to

inges 15

The second second

CAY CONTRACTOR OF THE CONTRACT

en in the color of the differences.

A THE STATE OF STREET

ALCO NITRENCES

WEDEN

192, London

MANY THE BUILDING en and the end of the second

Employed the second

@1550D

ckalmin

enten

wan der Wyck

ANNOUNCED

m loss

BOC, the UK industrial gases and healthcare concern, yesterday reported pre-tax profits up 12 per cent from £144.7m to £162.7m for the six months to

The company said most markets had failed to show tangible signs of a recovery and warned that hitherto buoyant areas such as Japan were experiencing a slow-down in growth rates. Earnings per share increased 11 per cent from 19.140 to 21.3p.

Most of the improvement had been through cost-containment. Currency gains accounted for £4m of operating profits, according to Mr Ian Clubb, finance director. He said without them, pre-tax profits would have increased 9

per cent.
"We feel comfortable with the results," said Mr Clubb. "H the much talked-about upturn

place, the company will be well-placed to take advantage of it."

The gases businesses experienced mixed fortunes as operating profits increased 6 per cent from £136m to £144.5m on

turnover of £1.01bn (£982.5m). Mr Clubb said demand for liquefied gases for general pur-pose use had increased in the UK and US by about 4 to 5 per cent over the past few months compared with last year. However sales of compressed gases, used for welding and

cutting, had not picked up. Sales of piped gases for bulk users had also remained flat. The plant design and construction businesses had experienced a fall in demand. Operating profits at the healthcare division increased 22 per cent from £40.7m to £49.8m on turnover of £291m

(£268.8m). Mr Clubb said rationalisation

in the world economy takes at Glasrock, the home health care operation, meant it was only two-thirds of its previous size, but that it was now showing a modest profit. The US pharmaceuticals operations performed particularly well.

distribution services operations' operating profits were severely affected by the recession, falling from £12.6m last year to £6.8m on turnover of £131.9m (£126m).

Results at the distribution services business improved their results and all of the fall was due to the vacuum side of the operations. Mr Clubb said sales of pumps for the semiconductor industry had been suffering from a freeze on capital A second interim dividend of

11p was declared, representing an increase of 8 per cent in the annual dividend.

BOC's shares fell 15p to 703p



Pat Rich (left), BOC's chairman, and Ian Clubb

Conservative accounting leaves HCI with £21.4m loss

By Peter Pearse

HOSPITAL Corporation International Group, has reported pre-tax losses of £21.4m for the nine months to December 31. The company was created in January when Hospital Corporation International of the US reversed into Bioplan Holdings, the UK healthcare

Operating losses of £2.82m were swelled by £16.8m of exceptional charges, derived mainly from the new management's adoption of a more conservative approach to Bioplan's May 1991, raised to fund the hospital accounting policies.

The write-downs on overall property asset values went deeper than had been anticipated at the time of the merger and the capitalised interest and capitalised overheads have been reversed out. Restated pre-tax losses for the 15

months to March 31 1991 were £113,000. Mr Dennis Sokol, chief executive since the merger and chairman since Pebruary, said that Bioplan's evaluations of its hospitals were overstated. In spite of its £22.3m rights issue in

building programmes, the group ran into "considerable financial difficulties" in the latter half of 1991. Its shares were suspended at 44p in November. They closed at 15%p yesterday, down %p. Mr Sokol said that HCI Group was

"now a real company, rather than a development business". He has restructured the board, bringing in Mr James Mills-Webb, formerly finance director at AMI Healthcare, as finance director, and Mr Anthony Bryan, Sir David

Mr Sokol said the company was in partnership with the NHS in 70 per cent of its hospitals and that it now had 37 per cent more beds, on an annualised basis, than last time, though he con-

ceded that occupancy needed building. Turnover in the nine months totalled £11.1m (£16.3m for 15 months). An extraordinary charge of £1.26m related to losses on the sale of Bioplan's furniture business. This led to losses for the period of £22.7m (£1.47m). Losses per Rowe-Ham and Sir Ronald Grierson, as share emerged at 54.9p (earnings 4.6p).

Arjo Wiggins chairman quizzed over Walls' sacking the Netherlands, Germany and

A DEFENSIVE Mr Cob Stenham, chairman of Arjo Wiggins Appleton, the Franco-British paper company, was yesterday repeatedly asked at the annual general meeting to explain last week's sacking of Mr Stephen Walls, the group's chief execu-

In a pre-prepared speech to shareholders, Mr Stenham gave no reasons for Mr Walls' ing manufacturer of high-value departure. However, on four paper and become the sector's

separate occasions he was subsequently asked by shareholders for an explanation.

Mr Stenham, sitting next to Mr Walls, denied an acquisition had been responsible for the differences between the board and its chief executive. He also insisted Mr Walls' departure did not signify a

change of strategy.
The company was still aiming to become the world's leading manufacturer of high-value most profitable group.

There was no conflict of

interest between minority shareholders and other shareholders, said Mr Stenham. The group would be run in the interest of all shareholders. Worms et Cie, the French financial company, indirectly owns 39 per cent of AWA. Mr Nicholas Clive Worms, a

non-executive director, said AWA was looking consistently at opportunities, in particular the northern countries, such as

southern Europe. However, a number of these were involved in joint ventures dealing in newsprint and pulp. They were areas AWA did not want to participate in. He said AWA still needed to consolidate, particularly in the area of carbon-

less paper in Europe. Mr Stenham said he was looking at possible replacements for Mr Walls. They included one internal candi-

A special resolution to allow the company to buy up to 80m of its own shares, equivalent to 10 per cent of all shares, was

passed.

Mr Stenham denied this was part of a devious scheme to increase the proportion of shares owned by the French minority shareholders.

Mr Walls remained quiet for most of the meeting, but answered questions on women employees and the environ-

ce with the requirements of The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited (the "London Stock Exchange"). It does not constitute an offer or invitation to the public to subscribe for or purchase any securities Application has been made to the London Stock Exchange for the New Income Shares and the New Zero Dividend Preference Shares to be admitted to the Official List. It is expected that listing will become effective and dealings will commence in the New Income Shares (all paid) on 28th May 1992 and in the New Zero Dividend Preference Shares (fally paid) on 23rd June 1982.

FULCRUM INVESTMENT TRUST P.L.C.

PROPOSED RIGHTS ISSUE OF

8,020,535 New Income Shares to Qualifying Income Shareholders at 57p per share underwritten by

GREIG MIDDLETON & CO. LIMITED

Proposed Placing by Greig Middleton & Co. Limited of 8.637.499 New Zero Dividend Preference Shares (subject to the prior right for Qualifying Capital Shareholders to subscribe for such shares) at 103p per share

Details are now available in the Companies Piche Service, available from Extel Financial Limited. Comes of the listing particulars issued in connection with the proposed Placing and Rights Issue may be obtained during normal business hours up to and including 22nd May 1982 from the Company Announcements Office (L); collection only) at the London Stock Exchange Tower, Capel Court Entrance oil Bartholomew Lab. London EC2 and during normal business hours on any weekday (Saturdays excluded) up to and including 4th hine 1992 from:-

Greig Middleton & Co. Limited 88 Wilson Street London ECSA 2BL

4 Mount Parade Harrogate North Yorkshire HC1 18X

CREDIT & CHARGE

CARDS

The FT proposes to publish this survey on June 8 1992.
In addition to the Financial Times excellent profile against cardhold-ers, the Survey will also be seen by 40% of Board Directors in the UK whose main responsibility is Finance and Account-

ing. If you want to reach this important audience, call Alicia Andrews on 071 873 3565 or fax 071 873 3062 Data source: BM RC Busine: Survey 1990

FT SURVEYS

THE THARSIS PUBLIC LIMITED COMPANY

NOTICE IS HEREBY GIVEN that the ANNILAL GENERAL MEETING of THE THARSIS PUBLIC LIMITED COMPANY will be held at Nunez de Balboa 120 Modrid 28006 on Friday, 12th June, 1992 at 12 noon for the following purposes.

1. To consider and adopt the Report of the Directors and the Accounts for the year ended 31st December 1991 with the Report of the Auditors thereon (Resolution No. 1).

2. To re-elect Directors (Resolution No. 2-5).

3. To re-epoint the Auditors end to authorise the Directors to determine the remuneration of the Auditors (Resolution No. 6).

By order of the Bound.

NOTES

1. Any member of the Company entitled to attend and vote at the Annual General Meeting convened by the foregoing Notice is entitled to appoint one or more provide to attend and, on a poll vote on his behalf. A proxy need not be a Member of the Company. To be effective forms of proxy must be deposted at the Bank of Scotland, Registra Department, 25a York Place, Edinburgh, not less than 48 hours before the time appointed for the meeting.

Holders of Share Warrents to Beater who wish to be present at the Meeting or voto by proxy may obtain instructions from the Registered Office of the Company or Irom tho following appointed for the meeting.

Lazard Freres at Cle., 121 Boulevard Haussmann Paris 8e; Banque Vernes et Commerciale de Paris, 52 Av. Hoche, Paris 8e; Banque de Paris et des Pays-Bas, 3 rue d'Anân, Paris, 2e; Credit Suissa Lausanne, Switzerland; Lloyds Bank (Belgique) S.A. 2 Av. de Tervuerene, Brussels 1040; Banque Generale du Libermbourg S.A. 14 rue Aldringer, Lucembourg.

There are no contracts of service between the Directors and the Company at the date of this notice.

TOTAL Annual General Meetings of June 2, 1992

Notice to Shareholders

Further to the notice published in the Financial Times on May 12, 1992 of the Annual and Extraordinary Shareholders Meetings of TOTAL to be held on June 2, 1992 at CNIT La Défense, Goethe Amphitheater, 2 Place La Défense, 92053 Paris La Défense, France, TOTAL shareholders are hereby informed that an additional item is to be added to the agenda of the Extraordinary General Meeting.

This item will concern an amendment of the Bylaws as a result of application to the assignment of State-held shares of the principles and provisions applicable to the assignment of subscription rights by the French State and approval of letters of interpretation exchange with the French State. The following press releases have been issued on May 15, 1992 by TOTAL on the one hand and by the French Government on the other hand.

1. Amendments to the bylaws of TOTAL in relation to the planned decrease of the French State Participation

The French Government has announced its decision to reduce to 15% the participation of 34% controlled by the State in the public company TOTAL through the sale of stock on the financial markets.

The legal analysis of the 1924 and 1930 Conventions between TOTAL and the French State has concluded that although there is no obstacle to a sale to parties other than French State related shareholders, it is nevertheless appropriate to modify the Bylaws in order to specify the terms and conditions of implementation.

The updating of Bylaws is contained in a proposed resolution which has been approved by a Board of Directors' meeting on May 15, 1992 and which will be submitted at the June 2, 1992 Extraordinary

The Board of TOTAL has agreed in principle to an exchange of TOTAL petroleum certificates issued by the State for TOTAL shares.

2. Press release issued by the French Government on May 15, 1992

"The French Government has decided to reduce to 15% the participations directly and indirectly controlled by the State in the public company TOTAL, down from the present level of 34%. The French State will retain a direct participation of 5%.

This significant decrease of the French State ownership is justified by changes in the oil industry environment. This is today substantially different from the environment prevailing in the 1920's, when the French State took a significant stake in TOTAL's share capital. There exists today in France two major oil companies with strong worldwide activities, one State-controlled and the other one not.

The reduction of the French State participation in TOTAL will be achieved through the sale of stock on the financial markets at a date to be decided later, according to stock market conditions.

In this perspective, the Board of TOTAL, at the request of the Directors representing the French State, has decided to propose an amendment to the Bylaws of the company at the Extraordinary General Meeting on June 2, 1992, with a view to permit the sale of shares held by the French State to private investors.

Further to this sale, the French State will relinquish its 5% supplemental voting rights to which it is entitled under the terms of the 1924 and 1930 Conventions between TOTAL and the French State.

The provisions of the present Conventions will be adapted to this new situation within the scope of French energy policy.

The French State has also decided to proceed with an exchange of the TOTAL petroleum certificates (certificates pétroliers) issued by the State, for TOTAL shares, with a ratio of 4 petroleum certificates to 3 shares. This exchange which will concern approximately 7% of TOTAL's share capital, will be realized after the amendment of the company Bylaws by the Extraordinary General Meeting. It will be implemented through a public exchange offer following French Stock Exchange regulations. The Board of TOTAL has given its agreement in principle to this transaction.

The above actions will preserve TOTAL's contribution to French energy independence and security of supply, while favouring TOTAL's development and its industrial growth."



TOUR TOTAL, 24 COURS MICHELET, PUTEAUX, FRANCE SOCIÉTÉ ANONYME CAPITAL STOCK FF8.240,695,800 REGISTERED IN NANTERRE RCS B 542 051 180

rises 74%

and calls

expenses in a rights issue to

announced a 74 per cent increase in interim pre-tax

profits from £2.02m to £3.52m

on turnover down at £58.7m

(£61.2m). The company said

the progress made to recover

margins was encouraging and

the improvement was expected

to continue in the present

The company is issuing 4.5m shares on a 1-for-5 basis at

285p in the fully-underwritten

rights. The share closed 15p

higher at 355p. The proceeds are earmarked

for increasing output in the

moulded plastic components business and the metal press-ing and fabrication business as well as the US offshoot. Funds will also be used to address environmental problems at its

The fall in turnover resulted

from a decline in the world

price of aluminium, the erratic

demand for satellite dishes

and the generally flat demand

for the group's other products.

Many of last year's problems

at Concentric Pumps were said

to be behind it and Concentric

Controls, which had under-gone a considerable reorgani-

sation, was trading profitably

after a number of difficult

In December Yorkshire Moulds moved into a new fac-

tory with twice the previous

(£627,000) earnings per share came out at 10.77p (6.19p). The interim dividend is unchanged

at 3.54p and the company

expects the final dividend to be at least maintained at

tax of £1.09m

iron foundry.

the directors said.

capacity.

After

By Nigel Clark

fund investment.

The company

Rationalisation helps Readicut

READICUT International, the household textile, carpeting and yarn company, weathered recession in its main markets to report profits at the top end of market expectations.

The company announced a 11.6 per cent increase in pretax profits to £13.5m in the year to March 31, despite a fall in turnover to £220m (£226m). Professor Sir Roland Smith,

chairman, said tight cost controls introduced in the last two years led to a "quite remarkably profitable performance". The workforce was cut by 5

per cent in the UK, with additional cuts in the US and the Netherlands. at a cost of £639,000. This follows an 11 per cent cut in the previous year. Mr Clive Shaw, managing

director, said the UK's recession had bottomed out and the US was improving. But continental Europe remained depressed - "1992 is going to be tough there", he said. Interest costs fell steeply to 22.67m (£3.54m) due to lower

Corporate

By Angus Foster

Services falls

over of £20.3m (£2.31m).



Sir Roland Smith: tight cost controls in last two years

borrowings of £11.5m (£12.8m), equal to 19 per cent of share-holders' funds (21 per cent). Earnings improved to 4.79p (4.25p). The company is recom-mending a maintained final

unchanged total of 3.44p. Dividend cover improved from 1.2 times to 1.4 times.

charge of £1.37m due to Firth Furnishing's withdrawal from

seating fabrics. The division returned to profit during the period and will begin manufacturing for Ford in Belgium and Honda in the UK. Readicut's shares were unchanged at 85p.

Readicut's results were well received by the market, which is beginning to see the benefits of the last two years of rationalisation come through. Firth Furnishing's performance and Firth Carpets improved profits, were also pleasing given their respective exposure to the depressed car and retailing sectors. But the company's gloomy forecasts for Europe, and the likelihood of no great improvement in the UK, suggests a return to late 1980s levels of profitability remains elusive. Forecast profits of £15m put the shares on about 15 times, which is below the sector average. Despite a strong run over the last 12 months the shares can go higher if there are sustained signs of recovery on the high street.

£0.5m exceptional charge checks into £2.13m loss advance at Anglo Irish Bank

By Tim Coone in Dublin

Corporate Services Group USM-quoted recruitment com-pany, announced a pre-tax loss AN EXCEPTIONAL charge of 12500,000 relating to the aborted purchase of Hill Samof £2.13m in 1991, against a £813,000 profit in the previous uel Bank's subsidiary in Ireland, has held down profits at Anglo Irish Bank Corpora-tion which published its nine months. The fall was due to restructuring costs and losses in discontinued busiresults yesterday for the six Turnover increased to months to March 31.

Pre-tax profits for the period were virtually static at 1£3.25m £22.2m (£10.9m). Following the company's switch from energy to employment services, com-(£2.96m sterling). Earnings per pleted in 1990, CSG said the share declined to 2.69p (3.33p) two periods were not directly due to the exceptional item and the 1-for-1 rights issue last The core employment ser January. The issue was 92 per vices division expanded last cent subscribed.

year through acquisitions Mr Gerry Murphy, chairman, andreported operating profits said "these results are highly of £30,000 (£51,000) on turnsatisfactory in what is a tough banking climate worldwide. Losses per share came out at Our advances are up 30 per cent and deposits up 24 per

cent ... We have continued to reduce our emphasis on leasing and we have regrouped into two new divisions, corporate banking and retail banking. Results in Ireland are well

ahead of targets". Negotiations over the purchase of Hill Samuel Ireland broke down last month after failure to agree on a cash price for the merchant bank. It has total assets in excess of I£500m. Anglo Irish Bank's total assets are E831m. Mr Murphy said the decision to withdraw from the Hill Samuel deal "shows our determination to only make acquisitions at the right

price for our shareholders". The family interests of Mr John Clegg continue to hold the largest stake in Anglo Irish with 14 per cent, despite continuing efforts by the board

and Mr Sean Fitzpatrick, the chief executive, to persuade them to sell.

Mr Clegg resigned from the boards of Wace and Anglo Irish Bank earlier this year, because of allegations concerning shares dealing by members of A senior executive of the

bank apparently travelled to South Africa recently to talk to relatives of Mr Clegg who control the 14 per cent holding, to try to persuade them to sell to interested institutional share-

holders. The offer was rejected. Senior Anglo Irish executives believe that such a large private stake in the company overhangs the market for its shares and depresses their price. The Clegg family have consistently followed Anglo's successive rights issues.

ICS's £15m share placement is Concentric 'comfortably oversubscribed' By Neil Buckley

for £12.5m INTERNATIONAL Control Services, the electronic safety systems manufacturer which is seeking a full listing on the CONCENTRIC, the West London stock market, said yes-terday its £15m share place-Midlands-based maker of automotive and industrial compoment had been "comfortably nents and industrial controls. oversubscribed". is raising £12.5m net of

At the placing price of 110p, the company will have a market capitalisation of £43.9m. Dealing will start on Thursday, ICS Group claims around 12 per cent of its targeted market

for safety systems for the oil, gas and petrochemical indusworldwide, the safety mar-

ket is estimated at around \$750m, and expected to grow by up to 12 per cent a year in the next three years. The company made pre-tax profits of £3.6m for the year to May 1991, on turnover of

£51.4m.
This year the directors forecast profits before tax of at

least £4.5m, putting earnings

per share at not less than 8.9p. Founded in 1966 as a maker of electronic alarm systems for industry, the company was quick to spot the potential in the North Sea market, and in the words of chief executive Mr Peter Hall has "grown up together with the North Sea

It was, however, tougher safety requirements in the North Sea in the wake of the Piper Alpha disaster, enshrined in the Offshore Safety Act, that led to a fourfold growth in profits in the past four years. The group has built up a client network including BP, Shell, British

Gas, Agip, Total, and Chevron. The company specialises in integrated safety and control systems for industrial processes which detect hazards, and automatically take correct tive action, including shutdown where necessary.

While considerable retro-fitting work remains in the North Sea fields, with the provision of safety systems for the new

generation of highly automated offshore platforms, the com-pany is looking for growth in the overseas market, which already accounts for around 30

per cent of turnover.
The North Sea, and the kind of systems we have developed there, are setting the standards for the rest of the world," Mr

Hall said. ICS is already working in Saudi Arabia, where an extensive retro-fitting programme is: under way, and in Kuwait. It has also supplied Singapore, Indonesia and Korea, and has four overseas sales offices.

The placing will raise around f6.6m, net of expenses, to be used to reduce current bank borrowings - leaving the company with gearing at around 25-30 per cent - to repay a film loan from 3i, and to redeem certain preference shares held by 3i, the venture capital

roup. The directors will control 53.8 per cent of the enlarged share capital; 3i will control

Leeds Group jumps by 34% as diversification pays off

LEEDS Group, textile dyer, printer and finisher, yesterday announced a 34 per cent jump in pre-tax profits from £1.87m to £2.51m for the six months ended March 31 1991. The

shares rose 14p to 406p. The company had benefited from diversification - started before the recession – away from its traditional apparel business, and moves from long to short fabric runs.

Mr Robert Wade, chairman and managing director, said Leeds' "steady growth in an unattrac-tive sector" could in part be ascribed to a much more "normal" pattern of trading – last time a satisfactory first quarter was spoiled by a poor second; this time the performance was

more "solid" throughout. Decreasing the reliance on poarel with moves into furnishing fabrics, which had shown growth, and military camouflage, where Leeds has secured seven contracts with non-UK defence ministries, had broadened the base of the com-

pany, Mr Wade said, offsetting

the 50 to 60 per cent downturn

in its conventional apparel

He pointed to the contribution of Strines Textiles, the high-tech printer acquired last April which caters to the top end of the market, in particular making dress prints for Liberty, the fabrics retailer. Strines added £400,000 to group

profits after acquisition costs.

The fall in demand for vol-

ume production, prompted

both by clothing manufactur-ers' reluctance to commit selves to long print runs, and the flighty demands of the fashion industry, was more than compensated by Leeds' concentration on short-run contracts.

on these some efficiency is lost but delivery times are greatly shortened. The ability to leave dyeing or printing as late as possible in the production process produce colourisation - also helps speed

Alls

42

MHOH

HΑ

up response to demand.
Group turnover rose 48 per cent to £20.4m. The interim dividend is lifted 17 per cent to 3.5p (3p), payable from earnings per share - diluted by the lm shares issued in the acquisition of Strines - up from

Welcome to SCA's **Annual General Meeting**

The shareholders of Svenska Cellulosa Aktiebolaget SCA are hereby invited to attend the Company's Annual General Meeting, to be held at the Stockholm Palladium on Kungsgatan 65 in Stockholm at 4:30 p.m. on Thursday, June 11, 1992.

1. As stipulated in the Company's Articles of Association, the agenda includes the presentation of SCA's Annual Report and Auditors' Report, Consolidated Financial Statements and Consolidated Auditors' Report, decisions on approval of the Income Statemer and Balance Sheer, and Consolidated Income Statement and Balance Sheet, disposition of the Company's earnings as shown in the approved Balance Sheet, voting on the discharge of the Board of Directors and President from liability for the year 1991, and the election of the Board of Directors and Auditors.

 The Board of Directors' proposals on decisions to change the Company's Articles of Association which will have the effect of removing the foreign-ownership prohibition clause, which means that all shares in the Company will be unrestricted, and modifying the reconciliation restriction to conform to the new text in paragraph 8, chapter 3 of the Swedish Com-

3. The Board of Directors' proposal that the conditions for the convertible debenture loans 1983/93 and 1987/95 issued by the

Convertible debenture loans 1983/93 and 1987/95 issued by the

Output

Description: Company regarding conversion to restricted shares be changed so that conversion will be to unrestricted shares and that the conditions for the series I warrants issued by the Company regarding the rights to new subscriptions of restricted shares be changed so that new subscriptions will be for unrestricted shares. Approval of the transfer of the SCA Group's power operations to Sydkraft AB.

Decision on proposal from a shareholder that the Company's Annual General Meeting in future be held in the month of May.

Notification

Shareholders wishing to participate in the Meeting must:

- be recorded in the share register maintained by the Swedish Securities Register Center (Vardepapperscentralen VPC AB) not later than Monday, June 1, 1992.

northy SCA of their desire to participate not later than 4:00 p.m., Tuesday, June 9, 1992: in writing, to SCA, S-851 88 Sundsvall, Sweden, or by telephone (tel: +46 60 19 30 00, or +46 60 19 31 14). When giving notification, shareholders must state the following:

Personal number (where applicable) and / or company registration

Address and telephone number

Shareholders who have transferred their shares to the trust department of a bank, or to a private broker, must temporarily register the shares in their own name with the VPC (Swedish Securities Register Center) nor later than Monday, June 1, 1992. This type of temporary registration should be received by the trust department or broker well in advance of the deadline.

Those wishing to act as a delegate to represent shareholders must prove such authorization through a written, dated power of attorney to this effect. This type of power of attorney is valid for not more than

Payment of dividend, etc. The Board of Directors has proposed Thursday, June 18, 1992 as the record date for payment of the dividend. If the shareholders at the Annual General Meeting approve the proposal, it is expected that dividend payments will be mailed by VPC on Friday, June, 26, 1992. Refreshments will be served between 3:00 and 4:15 p.m.

> May 1992. Sundsvall, Sweden The Board of Directors



GENCOR LIMITED

(Incorporated in the Republic of South Africa) Company Registration No: 01/01232/06 merly General Mining Union Corporation Limited) PAYMENT OF COUPON NO: 140

HOLDERS OF SHARE WARRANTS TO BEARER will receive payment on or after 29 May 1992 at the rate of 3.08154p the amount declared per share, less 0.46223p being South African non-resident shareholders' tax of 15% against

Coupons must be deposited for FOUR CLEAR DAYS for inspection befor

At the London Secretaries' offic of the Company, 30 Ely Place. London ECIN 6UA At Crédit du Nord At Crédit Suisse, Zurich

In Switzerland Union Bank of Switzerland, Zurich Swiss Bank Corporation. Basic or at any of their branches

Coupons belonging to holders resident in Great Britain and Northern Ireland will be paid as follows: at of dividend after deduction of South African non-resident shareholders' tax of 15% 261931

Less United Kingdom Income Tax of 10% on the Gross Amount of the dividend of 3.08154p

0.30815 231116 Listing forms can be obtained from the office of the l per pro GENCOR (U.K.) LIMITED London Secretaries

30 Ely Piace London EC1N 6UA NOTE:

20 May 1992

Under the double tax agreement between the United Kingdom and the Rep of South Africa, the South African non-resident shareholders' tax applicab the dividend is allowable as a credit against the United Kingdom tax payable is respect of the dividend. The deduction of tax at the reduced rate of 10% instead of at the basic rate of 25% represents an allowance of credit at the rate of 15%. The gross amount of the dividend received to be entered by the individual er on any return for Income Tax purposes is 3.08154p multiplied by the



المؤسّسة العسريية المصسرفية (ش٠٥٠٠) Arab Banking Corporation (B.S.C.)

(Incorporated with lituited liability in The State of Baluain)

U.S. \$ 100 Million. Floating Rate Notes Due 1996 and

U.S. \$ 150 Million. Floating Rate Notes Doe 2000 It is hereby announced to the holders of the U.S. \$ 100

million floating rate notes due 1996 and to the holders of U.S. \$ 150 million floating rates due 2000 issued by Arab Banking Corporation (B.S.C.) that the audited annual report and accounts for the year ended 31st December, 1991 of Arab Banking Corporation (B.S.C.) are available and copies be obtained from the Bank at the following address in Bahrain:

Arab Banking Corporation (B.S.C.) P.O. Box 5698, Mananta, State of Bahrain or through the branch of the company at its address in London: Arab Banking Corporation (B.S.C.) ABC House, 1-5 Moorgate, London EC2R 6AB, England.

ENGELS - HOLLANDSE BELEGGINGS TRUST N.V. (English and Dutch Investment Trust) Established in Amsterdam, Keizersgracht 674

NOTICE IS HEREBY GIVEN that the Extra-Ordinary General Meeting of Shareholders due to be held on Friday 29th May 1992 has been postponed until Wednesday 17th June 1992 at 12.00 hours.

By order of the Board HOLLANDSE KOOPMANSBANK N.V. MANAGEMENT AMSTERDAM

FINANCIAL TIMES CONFERENCES

MMERCIAL AVIATION AND AEROSPACE

 Opportunities for East-West Co-operation and Collaboration

Berlin, 11 & 12 June 1992

Following the reunification of Germany and the emergence of the new Commonwealth of Independent States in the former Soviet Union, major new opportunities for co-operation and collaboration between Western and Eastern aerospace and airline industries are emerging.

Timed to immediately precede the ILA '92 at Berlin Brandenburg, this FT conference will review the challenges and the opportunities that the new environment offers. The international panel of speakers will include:

Mr Vitaly Yefimov Minister of Transport of the Russian Federation

Mr Anatoly Bratukhin Ministry of Industry of the Russian Federation

Mr Lawrence W Clarkson The Boeing Company

Mr David Hinson Douglas Aircraft Company

Mr Pierre-Yves Divisia European Bank for Reconstruction and Development

Mr Aleksandr Larin Department of Air Transport of the Russian Federation

Mr Jürgen Weber Deutsche Lufthansa AG

Professor Aleksandr Isayev Research Institute of Economics, Planning and Management, Moscow

Dr Martin Bangemann Commission of the European Communities

Mr Karl J Dersch BDLI ~ Council

Mr Albert Schneider BMW Rolls-Royce GmbH

Mr Adam Brown Airbus Industrie

Mr Erik Jan Nederkoom

Mr Yves Michot

Sir Colin Marshall British Airways Pic

Mr Bronislaw Klimaszewski LOT Polish Airlines

SUPPORTED BY THE BDLI - GERMAN AEROSPACE INDUSTRIES ASSOCIATION Tel: 971-925 2323. Thr: 27347 FTCONF & Fax: 071-925 2125

| COMMERCIAL |
|-----------------------|
| AVIATION & |
| AEROSPACE |

Please send me conference d

I am interested in exhabiting at the conference

FINANCIAL TIMES CONFERENCES

cement is scribed,

The second of th

The state with the state of the

The state of the s

The state of the s

and to be

the discount will have

of the the

ा है। इस्ते के स्थापित के स्

the mate

Library St. Day

to long pant

Section 19 Section 182 &

and the second

11/11

the state of the

The state of the s

to the delivery trans-

Action of Princip w. W. p. Sept

Tronger.

10年11日 - 1862年夏

The State of the San 1. Th 55

Committee tigen

1 Mehte

100

i olehe 7 27

M 14 %

ger Hall 🤔

Marine Par

11 to 124

gentain ESAT CONTRACTOR

ederkoom

y n'

Note: 15 and

the stilling

COMPANY NEWS: UK

Staying aloft amid a stream of approaches

Paul Betts on British Airways' strategy to stay ahead in a highly-competitive market

remains the buzz-word at British Airways. But the airline, which impres-sively more than doubled pretax profits for the year to end-March, said yesterday it was in no hurry to find a partner.
"We want to be the global

leader in our industry and we firmly believe we need to find strong partnerships for the future," explained Sir Colin Marshall, BA's chief executive. But we feel no urgency to rush into anything we are a strong, financially solid com-pany that can withstand competition", he added.

The carrier was clearly disappointed by the collapse in February of its efforts to merge with KLM Royal Dutch Airlines: a partnership which would have strengthened its position in continental Europe and other international markets. It would also have had significant implications on the airline industry as a whole, accelerating the trend towards greater airline concentration. It was also the third unsuc-

cessful attempt by BA in

barely three years to forge an

equity partnership with another carrier following the failure of earlier efforts to link-up with United Airlines of the US and Sabena of Belgium. But with its strong recovery last year, and one of the healthiest balance sheets in the airline industry, BA has clearly become wary of enter-

T LOBALISATION bluntly yesterday when he said: "We don't want to consolidate someone else's losses".

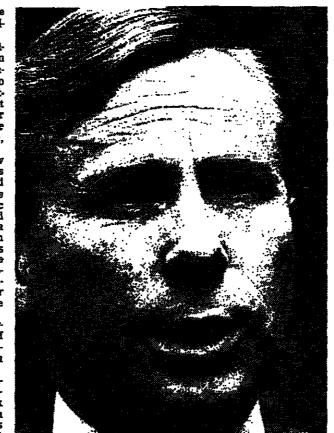
However, he added that finding a partner remained high on BA's agenda but "in the meantime bachelorhood continues to be both agreeable and profitable". Indeed, BA is not looking just for one partner but strong allies in its three leading markets: Europe, North America and Asia.

Although BA is not now talking to KLM, contacts between the two carriers could conceivably resume at some later stage. In the Asia-Pacific area, the airline is understood to be interested in taking a stake in Qantas, the Australian international carrier, as well as in Australian Airlines, the domestic carrier. But it is facing competition from Singa-pore Airlines and Japan Air Lines. BA is also scouting the US for a possible deal. Sir Colin indicated the air

line received a steady flow of approaches from other carriers. "We get two a week on average", he said.

But while BA, in the standard pilot's jargon at the beginning of every flight, sits back and relaxes as it waits for a partnership opportunity of its liking, it has taken comfort at its success in coming out of the industry's worst-ever recession with improvements in all of its principal markets. In Europe, where the airline

lost £10m last year, BA made ing into any deal which risks undermining its turnaround. Lord King, the chairman, put it tons in the UK and a big



Sir Colin Marshall: no urgency to rush into anything

reversal in Germany following the impact of re-unification. In America, BA saw only a small decline in operating profits from £123m to £119m, although it faced acute compe-

tic with the arrival of new US carriers such as United and American Airlines at Heathrow, its London home base.

tition across the North Atlan-

The UK government's deci-

sion last year to open up Heathrow to new competition put pressure on BA, with 17 new carriers moving into the airport. But BA still managed to increase its market share.

The biggest boost came from the strong recovery in the Middle Eastern, African and Indian subcontinent routes, which earned an operating surplus of fill9m last year compared to only £13m previously. This largely reflected the recovery from the dramatic effects of the Gulf war on business.

There was continued growth in Asia-Pacific, with BA's operating profits more than dou-bling from £41m to £86m despite slower growth in

Continued improvements in traffic are expected this year as business recovers from last year's slump caused by the combined effects of the Gulf war and the recession. In the near-term, Sir Colin expected to see traffic rising by some 10 per cent in each of the coming two to three months over the levels of two years ago before the Gulf war started.

But BA is likely to face even fiercer competition this year as US carriers launch a new offensive on the North Atlantic routes and as liberalisation spreads in Europe and other markets. Sir Colin acknowledged BA would need partners to cope with the new era of deregulation. But Lord King added that the company, for the time being at least, had no intention to "act in haste and repent at leisure".

NEWS DIGEST

Countryside **Props falls** to £2.04m

COUNTRYSIDE Properties, the residential, commercial and industrial property company, reported a pre-tax profit of £2.04m for the six months to March 31 1992.

The result compares with £3.06m last time and was struck on turnover up from £32.7m to £42.2m and after an exceptional charge of £1.02m relating to additional provisions against some residential development sites.

Group trading profit was 25.6m, with residential £0.77m in the red accounting for £5.9m. Commercial made £200,000, offsetting a £500,000 loss by property

The interim dividend is being maintained at 1.41p, payable from earnings per share of 3.2p (6.6p).

Difficult trading for Capital Radio

Capital Radio, the independent radio broadcaster for London, saw its pre-tax profit for the

six months to March 31 fall 18 per cent from 25.01m to \$4.11m in continuing difficult trading conditions.

Operating costs increased by almost £1m to £11.1m as a result of a planned increase in spending on audience promotional activities and costs relating to independent radio's dispute over royalty rates to record companies.

Turnover advanced 3 per cent to £16.2m (£15.7m). Earnings per share were 3.9p (5p) but the interim dividend has been maintained at 1.75p. There was an extraordinary credit of £1.58m from the sale

of the Duke of York's Theatre.

Jermyn Investment

shares and property investor, tumbled to a pre-tax loss of £772,727 for the year to December 31 1991 compared with profits of £267,538 in 1990.

The result was after an exceptional £650,000 writedown in the value of investment properties. The loss per share amounted

to 49.75p (3.51p earnings) but a final dividend of 1.5p (3p) is proposed as a "measure of con-fidence in the future."

Net property income rose to £123,672 (£106,722) while income from fixed asset invest-ments fell to £63,723 (£72,894).

Stratton Inv Trust net asset value rises

The net asset value per share of Stratton Investment Trust stood at 183p at the year ended March 31 1992 against 178p a Total revenue, including

bank interest and underwriting commissions, grew from £749,000 to £792,000. Earnings per share came out

at 2.28p (2.6p), as a consequence of which the dividend is reduced to 1.7p (1.86p).

H Young advances Jermyn Investment Co, the 13% to £427,000

> H Young Holdings, the optical, automotive, horticultural and electronics group, showed a 13 er cent advance from £377,000 to £427,000 in pre-tax profits in the half year to end-March. Turnover was up by £1m to

At the operating level profits advanced by 51 per cent from £422,000 to £638,000 but the interest charge surged from £45,000 to £211,000.

After tax of £141,000 (£101,000) earnings per share were unchanged at 1.7p. The

dividend is held at 1.7p.

During the year the optical division acquired Shades sunglasses business and the distributorship of Nikon equipment for eve testing.

Tuskar Resources recommends offer

The board of Tuskar Resources, the Irish exploration company, yesterday recommended acceptance of an all-share offer for the company made last March by Australian exploration company Coplex.

Tuskar's main assets are its exploration licences in the Rubiales and Piriri oil fields in Colombia. It sold a 54% stake in these to Coplex last month, in order to finance the completion of a drilling programme, under the terms of the licence

twelve share-swap offer which values Tuskar at I£4.67m. Tunstall moves 20%

The Coplex bid is a one-for-

Tunstall Group, which makes, installs and services security

ahead to £2.55m

and emergency communications equipment, lifted pre-tax profits by 20 per cent in the six months to March 31.

On turnover just ahead to £19.6m (£19m) the pre-tax result came out at £2.55m against £2.13m and included net interest received of £89 000 against £214,000 charged.

The interim dividend is stepped up to 2.25p (2.15p), payable from earnings per share of 10.2p (8.4p).

IAWS advances to I£880,000

IAWS Group, Dublin-based fertilisers and agri-business company, reported a substantial rise in interim pre-tax profits from I£34,000 to I£880,000, or £803,000, in the half year to January 31. However, the company said the figures were not indicative of the full year as most of its profits were earned

in the second half. Turnover was L£183m (I£162m) and after tax of I£120,000 (I£83,000) and lower minorities of I£50.000 (I£253,000) attributable profits were I£710,000, against losses of I£302,000.

Earnings per share were 0.7p (0.3p losses). The interim dividend is unchanged at 1p.

DUE NOVEMBER 1996

of the Bonds, notice is hereby given that the Rate of Interest for the twelfth interest Period from the 20th May 1992 to 20th November 1992 has been fixed at 4 per cent

THE TOKYO COMPANY, INCORPORATED

n accordance with the provisions of th In accordance was the personant of the next sia menth period 20th May, 1992 to but excluding 20th November, 1992 the Notes will carry an interest rate of 5.45 per cent per amoun. The Coupon will be Japanese Yen 273,989 on the

FIDELITY BALANCED PORTFOLIO

Société d'Investissement à Capital Variable Kansallis House Place de l'Etoile L-1021 Luxembourg

NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the Annual General Meeting of the Shareholders of FIDELITY BALANCED PORTFOLIO, a société d'investissement à capital variable organised under the laws of the Grand Duchy of Luxembourg (the "Fund"), will be held at the registered office of the Fund, Kansallis House, Place de l'Etoile, Luxembourg, at 11:00 a.m. on May 28, 1992, specifically, but without limitation, for the following purposes:

- 1. Presentation of the Report of the Board of Directors. 2. Presentation of the Report of the Auditor,
- 3. Approval of the balance sheet and income statement for the fiscal year ended January 31,

4. Discharge of the Board of Directors and the Auditor.

5. Election of six (6) Directors, specifically the reelection of Messrs. Edward C. Johnson 3d, Charles T. M. Collis, Charles A. Fraser, Jean Hamilius and H. F. van den Hoven, being all of the present Directors, and the election of Mr. Barry R. J. Bateman as a new Director, subject to approval by the Institut Monétaire Luxembourgeois and to have effect after such approval.

6. Election of the Auditor, specifically the election of Coopers & Lybrand, Luxembourg. Declaration of dividends on the Fund's Class A and Class B shares in respect of the fiscal year ended January 31, 1992, and authorisation of the Board of Directors to declare additional dividends in respect of fiscal year 1992 if necessary to enable the Fund to qualify for "distributor" status under United Kingdom tax law.

8. Consideration of such other business as may properly come before the meeting.

Approval of the above Items of the agenda will require the affirmative vote of a majority of the shares present or represented at the meeting with no minimum number of shares present or represented in order for a quorum to be present. With respect to Item 7, each class will vote separately its approval of the dividend to be paid on shares of that class; the affirmative vote of a majority of the shares of that class present or represented at the meeting will be required in addition to the affirmative vote of a majority of the vote of the combined classes present or represented at the meeting to approve the dividend. Subject to the limitations imposed by the Articles of Incorporation of the Fund with regard to ownership of either or both Class A and Class B shares which constitute in the aggregate more than three percent (3 %) of the outstanding shares of both classes, each share is entitled to one vote. A Shareholder may act at any meeting by proxy.

Dated: April 23, 1992 BY ORDER OF THE BOARD OF DIRECTORS

Investments

THE KINGDOM OF BELGIUM

U.S. \$100,000,000 FLOATING RATE BONDS

In accordance with the provision

Interest payable on each US \$250,000 on the relevant interest date, 20th November, 1992 will be

SVENSKA INTERNATIONAL PLC. Agent

ELECTRIC POWER

anese Yep 69,000,000,000 Ploating Rate Notes 1992

Notes of Japanese Yen 10,000,000. The relevant interest payment date will be 20th November, 1992.

APPLICATION FOR LISTING BY VENTURE PLANT GROUP Plc

This notice is issued in compliance with the requirements of The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited ("the Landon Stock Exchange"). It does not constitute an invitation to any person to subscribe for openchase any securities. Application has been made to the London Stock Exchange for the Ordinary shares of 20p each (after consolidation) of Venture Plant Group Plc to be admirted to the Official List. It is expected that dealings in such shares will commence on 2nd June. 1992.

VENTURE PLANT GROUP Plc

(to be renamed Barcom Plc) (Incorporated and registered in England under the Companies Act 1985—Registered No. 2158109) Admission to the Official List

Acquisition of the Materials Handling Division of National Plant and Transport Plc Placing of 12,390,970 Placing Shares at 100p per share

REA BROTHERS LIMITED

Share capital Issued and fully paid Present Proposed Ordinary shares of 20p each following consolidation £621,806 £3,721,806 £800,000 £4,950,000

Activities of the Enlarged Group

The companies comprising the Enlarged Group are involved in the provision of operated plant hire and marcrials handling acroices on a long term basis to major mining and energy utility customers and the provision of non-operated lighter plant hire to civil engineering concerns and contractors in the United Kingdom.

Res Brothers Limited Alderman's House Alderman's Walk London EC2M 3XR

20th May, 1992

This anouncement appears as a matter of record only



ORTHOFIX INTERNATIONAL N V

Initial Public Offering on NASDAQ in New York valuing the company at US \$124 million

The original Italian company was acquired in a management buy-in arranged in 1987.

Electra Investment Trust PLC



The principal institutional investors were:

Electra Investment Trust PLC Advent Limited

Advent International Corporation

Jointly issued by: Electra Kingsway Limited and Advent Limited **April 1992**

Members of IMRO

ABTRUST ATLAS FUND citte d'Investimentent à capital variable d Office: 13 rue Goethe, L-1637 Luxes

ANNUAL GENERAL MEETING OF SHAREHOLDERS

p.m. on Friday, 29th May 1992 for the purpose of considering and voting upon the following

rements for the year ended 31st January 1992. Discharge of the Board of Directors and Auditor

Shareholders who cannot attend the Meeting in person are invited to send a duly completed and signed proxy form to the registered office of the Company to arrive not later than 27th May 1992. Proxy forms will be sent to neglatered office, and can also be obtained from the registered office. 7th May 1992

IPNA 2 N.V.

NOTICE IS REREBY GIVEN that in accomiance with article \$ of the Condition Administration, the Ammal General Meeting of helders of Depositary Receipts of IPNA 2 N.V. will be held on June 3rd, 1992, at 15.00 lms, at the office of the Stichning dam, Herengracht 320 in order to review the annual accounts of IPNA 2 N.V

ding to Article 9 of the Conditions of Administration holders of Deposit Receipts who war t to attend the meeting have to deposit their certifies nt from a bank that those pertificates are in its custody and that it will keep the vificates in its custody until the end of the meeting, at the office of the maderalg on May 28th, 1992 at the latest.

Notice is given that the agends of the meeting and the accounts for the year ending. December 31st, 1991 have been deposited at the office of the Stichting at the ntioned address. Copies of both documents can be obtained at that address from

STICHTING IPNA 2 TRUST SERVICES 1016 CE Amsterden

This notice is issued in compliance with the requirements of The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited ("the London Stock Exchange"). It does not constitute an offer or invitation to any person to subscribe for or purchase any shares of 10p each in Industrial Control Services Group plc ("ICS").

Application has been made to the London Stock Exchange for the share capital of ICS, issued and to be issued, to be admitted on the Official List. It is expected that dealings will commence on 28th May, 1992.



Industrial Control Services Group pic (Registered in England and Wales under the

Companies Act 1985 · No. 2553840) **Placing** Panmure Gordon & Co. Limited

13,634,131 ordinary shares of 10p each at 110p per share SHARE CAPITAL

Issued and to be issued fully paid

\$5,625,000

Authorised

ordinary shares of 10p each

£3,990,088

ICS is a holding company for a group of companies. It specialises in the design, manufacture and commissioning of high quality integrated safety and control systems which monitor industrial processes and the environments in which they operate.

Particulars relating to ICS are included in the Companies Fiche Service available from the London Stock Exchange and are also available in the statistical service of Extel Financial Limited. Copies of the particulars may be obtained during normal business hours on any weekdays, Saturdays and public holidays excepted, up to and including 22nd May, 1992 from the Company Announcements Office of the London Stock Exchange, the London Stock Exchange Tower, Capel Court Entrance, off Bartholomew Lane, London EC2N 1HP (for collection only) and up to and including 11th June, 1992 from the registered office of ICS at Hall Road, Maldon, Essex CM9 7LA and from:

> Panmure Gordon & Co. Limited 9, Moorfields Highwalk,

London EC2Y 9DS.

20th May, 1992

COMMODITIES AND AGRICULTURE

dilution of CAP reforms

By David Gardner in Brussels attempt by the presidency to

THE European Commission and the current Portuguese presidency of the EC were last night still locked in negotiations as Brussels sought to resist dilution of its planned reform of the Common Agricultural Policy by farm ministers

Hard bargaining between Mr Ray MacSharry, EC agriculture commissioner, and Mr Arlindo Cunha, the Portuguese agriculture minister currently heading the farm council, delayed resumption of the ministerial meeting, which broke off on Monday afternoon for bilateral negotiations the Commission and Presidency held with each

The cause of the impasse was last month's fourth

strike a compromise, which suggested lowering cereals prices to only Ecul12 a tonne. or by 27 per cent from current prices, against the Ecu100 per tonne sought by the Commission - a 35 per cent drop.

Because the cereals chapter is the core of the MacSharry reform, he was said by aides last night to have dug in his heels and refused to budge. One source said a likely new compromise was Ecu110 per

Germany wants a far less severe reduction in price than even the Portuguese compromise, while France fears that if the price does not come down far enough, its competitive grains exporters will be hit by greater "set-aside" require-ments to restrain production.

A new compromise paner was expected late last night, to enable ministers not only to judge the cereals price target, but to a range of tightly knotted problems to be resolved in the livestock and dairy sectors.

These cannot be given full consideration until the cereals issue is resolved, since the lower cost of grain as feedstock is part of the compensation promised livestock farmers for also accepting severe price

With the Council of Minis ters as such not sitting for all but a few minutes of the first hours of a meeting which could run all week, there was doubt that the agreement in principle on the reform package the Commission and Presidency were seeking this week could be reached.

Pechiney smelter 'breaking even'

By Kenneth Gooding, Mining

PECHINEY'S new \$1bn aluminium smelter at Dunkirk aiready is producing at its full annual capacity rate of 215,000 tonnes and, in spite of the seriously depressed market conditions, is breaking even finan-cially, said Mr Bernard Legrand, an executive vice president and head of the stateowned groups's world wide aluminium operations, vesterday, The smelter, brought into

operation in 23 months just ahead of schedule and slightly under budget, will produce 180,000 tonnes of aluminium this year, account for half of France's output of the metal and confirm Pechiney's position as the world's third largest producer.

It will boost Pechiney's total output this year by about 100,000 tonnes from the 1991 level to 870,000 tonnes, said Mr. Legrand when his group showed the smelter to the press for the first time. Pechiney is the second largest supplier of aluminium to the free market in the western world after Alcan of Canada and means to retain that position.

Mr Legrand said Pechiney had turned down approaches by two European competitors wishing to share Dunkirk's output. "This going to be low cost aluminium and we quickly decided we wanted it all for

ourselves," he said.
As planned, Pechiney has closed two old smelters in France and has been forced by market conditions to curtail production at its Vüssingen smelter in the Netherlands.

| Aluminium | +1,775 | to 1,233,450 |
|-----------|--------|--------------|
| Copper | -5,550 | to 266,200 |
| Lead | + 325 | to 136,675 |
| Nickel | +306 | to 27,360 |
| Zinc | +1,200 | to 256, 150 |
| Tin | +65 | to 12,110 |
| | | |
| | | |

Dunkirk produces low cost aluminium partly by using high technology and partly because it benefits from a favourable electricity supply contract signed with Electricite de France (EDF), which is also a state-owned company. The project originated because EDF had substantial excess nuclear power capacity.

Pechiney has a 35 per cent shareholding in Aluminium Dunkirk, the company which owns the Dunkirk smelter, and private investors own the rest. The group also has a one-third share in the Dunkirk operating company with the rest of the equity shared by the owner-

ship company and EDF. Pechiney is responsible for ensuring the smelter's supply of alumina - all 400,000 tonnes of this essential raw material is coming this year from Alcoa's subsidiary in Surinam.

Mr Jean Gandois, Pechiney's chairman, said yesterday that the project showed there was still a place for large, heavy industrial projects in Europe. The smelter emits virtually no pollution and its productivity is claimed to be the best in the world - 400 tonnes a year for each member of the work force by the end of 1992. It employs

It also brings FFr2bn positive benefit to the French trace balance. Last year net imports of aluminium to France rose from 405,000 tonnes in 1990 to 424,000 tonnes. Dunkirk also confirms Pechiney's leading role in aluminium smelter technology two thirds of all new smelters in the past 10 years have employed its technology.

COCOA - London FOX

Close Pravious

MINOR METALS PRICES

Prices from Metal Bulletin (last week's in brackets). ANTIMONY: European free

market 99.6 per cent, \$ per tonne, in warehouse, 1,725-1,750 BISMUTH: European free market, min. 99.99 per cent, \$ per lb. tonne lots in warehouse,

2.40-3.00 (same). CADMIUM: European free market, min. 99.5 per cent. \$ dic oxide, \$ per lb Mo, in wareper lb, in warehouse, 0.80-1.00 house, 2.20-2.25 (2.20-2.30).

SELENIUM: European free COBALT: European free market, min 99.5 per cent, \$ per market, 99.5 per cent, \$ per lb, in warehouse, 26-27 (27.50lb. in warehouse, 4.80-5.50. TUNGSTEN ORE: European free market, standard min, 65 MERCURY: Ruropean free per cent, \$ per tonne unit (10 kg) WO3, cif, 56-66 (same).

per 76 lb flask, in warehouse, 130-150 (same). MOLYBDENUM: European free market, drummed molyb-

VANADIUM: European free market, min. 98 per cent, \$ a lb V_2O_5 , cif, 2.05-2.15 (same). URANIUM: Nuexco exchange value, \$ per lb, U₃O₈, 7.75 (same).

Commission fights against Opec can afford a touch of mañana

Mark Nicholson explains why a production agreement is likely to defer hard choices

WHATEVER arguments reverberate around Vienna's hotel suites over the next few days, ministers from the Organisation of Petroleum Exporting Countries gathered therein look likely to reach a production agreement for the third quarter based on deferring for today hard choices which, with luck, may have

evaporated tomorrow. The usual pre-summit posturing has made it clear that debate in the ministerial meeting, opening today, will centre on whether Opec should raise its production ceiling for the quarter by around 1m harrels a day to 24m b/d from the second quarter limit agreed in Febru-

Saudi Arabia, Opec's predominant producer with a 34 per cent share of the cartel's output, will enter the fray arguing that 24m b/d is the least the cartel should pump for the third quarter to meet a rising appetite for crude from nascent US and European recoveries and what Riyadh believes will be a healthy stock build up over the quarter.

Venezuela has already signalled its approval of such a position and Saudi delegates are said to be confident that their view will be the consensus this week. Moreover, many in the oil market are already

to boost

By Bill Hinchberger

coffee market

BRAZILIAN and Columbian

officials hope to forge a "transi-

tional" accord, to boost the

currently depressed coffee mar-

ket, at the September meeting

on the International Coffee

Agreement. They believe that

some clauses can be ready to

take effect as early as October.

Monday meeting in Rio de

Janeiro of representatives of

the two governments. They

now plan to canvass Indonesia

and leading producers in cen-

tral America and Africa in an

attempt to build a consensus

among producers at their meet

ing in London on 27 May. That

gathering is in preparation for

the coming round of negotia-

tions with consumers in late

Brazilian private sector

sources say that the initiative

for the fast-track transitional

pact comes from the Colom-

bians. Some of them doubt

whether a consensual agree-

ment can be hammered out in

WORLD COMMODITIES PRICES

such a short period of time.

€/tonne

June

This position emerged from a

discounting a 1m b/d rise, and analysts suggest this will not derail the recently firmer trend

Mr Mehdi Varzi, oil analyst for Kleinwort Benson, says he sees Brent crude reaching \$21-\$22 by the end of the third quarter even given an Opec production rise. "We've not seen the peak in prices yet," he

Saudi-led view, however, will be the price-hawks fran, Algeria and perhaps Libya and Nigeria. They will argue with varying force that production should be held at the nominal, and slightly exceeded, February ceiling of 22.98m b/d - or even cut slightly - in the face of stiffening demand, to raise the price for the Opec basket of crudes towards Opec's formal target price of \$21 a barrel.

Should the Saudi view prevail, and it will do so only against shrill opposition from Iran, it will be thanks largely to the steady, if unspectacular recent firming of crude prices, which last week saw the Opec basket price rise to a high since November of \$18.45 a bar-

Many analysts believe this firming should continue in modest tandem with the economic upturn, with prices underpinned by uncertainty over a possible oil embargo

against Libya - a factor which remains in the market despite few in the oil industry believing such an embargo is politically feasible.

Some analysts estimate that demand for Opec crude in the third quarter could top 24.5m b/d, rising to just below 25m b/d for the fourth. The Saudis certainly believe that 24m b/d is the minimum required for a In familiar opposition to the balanced oil market in the next quarter - implying that Opec discipline at that level could push prices slightly higher, and thus offer Iran room to

> ing in Vienna.
> The medium-term outlook for prices is also supported by the growing certainty that Iraq will not re-enter the oil market before next year at the earliest. Mr Tariq Aziz, Iraq's deputy prime minister, earlier this month rejected once again the United Nations formula for permitting an exceptional sale of Iraqi crude to pay for humanitarian needs. The Saudis, meanwhile, are privately confident that Iraq will export no oil while Mr Saddam Hus-

concede a higher overall ceil-

sein remains its president. Without Opec having to face, for this and perhaps the next quarter, the hard choices raised by a return of Iraqi crude to the market, a raised ceiling could - if the Saudis have their way - see the King-

dom raise output to 8.2m b/d from the present 8.02m b/d (thus retaining its 34 per cent Opec share) with an eager Ruwait taking much of the additional slack.

Accommodating Kuwait's rapid resumption of output is something else Opec can better weather in the present market climate. While analysts such as Cambridge Energy Research Associates estimate that Kuwaiti claims to be producing 900,000 b/d may be optimistic by 100,000 b/d, few doubt that the emirate will be far off its target 1.5m b/d by the fourth

Mr Homoud al Roobah, the Kuwait oil minister, is likely to stress once again in Vienna that the emirate will not accept any Opec strictures on its oil production - and thus its revenues. A report by the Kuwaiti Al-Shall economic consultancy at the weekend suggesting that the emirate could end up spending nearly a third of total oil revenues this year on servicing debt from its reconstruction borrowing gives some idea why.

If Kuwait feels it has over-

whelming economic cause to resist an Opec straitjacket, it is not alone. Saudi Arabia, Venezuela, Iran, Nigeria, and Algeria each have urgent economic and political reasons for maximising their revenues

something which only the former pair can adequately manage at present prices.

iran, in particular, feels pressed. The continued domestic appeal of President Hash-emi Rafsanjani's "moderate" policies, now backed by a strong majority in the recently elected majilis, will depend upon his ability to deliver a swift and tangible improvement in the economic lot of an increasingly bitter and impoverished population.

The force of an Opec major ity and somewhat improved prices should bring Iran under the umbrella of a deal to raise production ceilings this week-end, after perhaps three or four days bargaining. But for Ten-ran, as for high-deficit Saudi Arabia, heavily borrowed Kuwait and politically troubled Algeria and Nigeria, the real hope is for a substantial growth in oil demand towards. the end of this year and early

While analysts are predicting as much, and while Iraq con-tinues to produce only 500,000 b/d and purely for domestic use, Opec's ministers can afford a touch of manana about their Viennese deliberations. Certainly any thoughts about fourth-quarter ceilings appear likely to be deferred until a further meeting in Sep-

'Transitional Western gold mine output nears a plateau accord' move Gold in the western world By David Blackwell

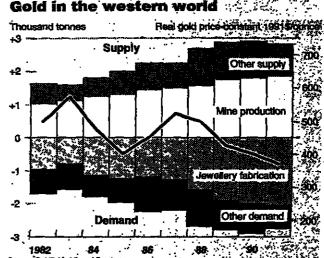
WESTERN MINE gold production is "edging towards a plateau if not a peak," according to the annual survey of the market by Gold Fields Mineral Services.

Mine output was up by only 2 per cent in 1991, the lowest increase for the past 10 years. Nevertheless it was still at a record 1,782 tonnes. The slowdown in the rate of

increase reflects "the increasing difficulty of attracting finance for marginal properties and the depletion, rationalisation or closure of some older mines," the report says.

The total world supply of gold fell for the first time since 1983, to 2,815 tonnes from 2,913 tonnes in 1990. The fall reflects a decline in supplies from the former communist bloc (from 425 tonnes in 1990 to 226 tonnes), and a lower level of hedging by producers.

The impact of forward sales and gold loans - put at a net 40 tonnes - "declined sharply last year owing to the combination of low spot prices, a less attractive forward price, due to lower interest rates, and an absence of price spikes". The lack of demand for gold loans "resulted in a net pay-back of



loans from new production, and Middle Eastern investors. rather than a net draw-down of new loans".

Central banks' net sales of gold were 105 tonnes, compared with net purchases of 66 tonnes in 1990. But a bigger shift in the market occurred in the private sector, which offloaded 241 tonnes. The selling included bullion and coins from Europeans, as well as sales from stocks held in Europe on behalf of Japanese

On the demand side, jewellery fabrication rose by 4 per cent to 2,111 tonnes and a new record "in spite of the impact

outlets in Europe and the Middle East, as well as a rapid rise in demand from the newly prosperous China.

Other areas of demand, including electronic, dental

largely unchanged. However, total hoarding of gold in Latin America, the Middle East and

Far East declined. The report wonders whether "the behaviour of bar boarders in Asia is now becoming more similar to that of Western investors, with a failing price promoting disillusioned sales rather than bargain hunting purchases'

The gold price averaged \$362.26 an ounce, 6 per cent down on 1990 and the lowest real level since the 1970s. Among factors behind gold's fall were the decline in global economic output for only the second time since the Second World War, the rapid resolution of the Gulf war and the easing of political tension with the demise of the Soviet

The outlook should be more positive, with more than a third of production unprofitable and consumer spending and inflation near cyclical The report cites stockhulld- lows. But if economic recovery ing by distributors and retail is weak, additional gold sales could be prompted, keeping the lid on prices for some time. Gold 1992, £50. Gold Fields

Mineral Services, Greencoal House, Francis Street, London SW1P 1DH.

MARKET REPORT

Growing sentiment that producers are close to a unified stance on price supports helped to lift COFFEE prices in London and New York. The July New York arabica contract moved above key resistance at 65.20 cents a lb in early trading. Traders were hesitant to sell despite conflicting reports on whether questions had been reached regarding agreement on shares in any new quota plan, a target price or selectivity, analysis said. In Chicago MAIZE and SOYABEANS were sharply lower at midday in reaction to bearish export, planting, and starting to blow people out of

London Markets

| SPOT MARKETS | · | |
|--|---------------|--------------|
| Crude oil (per barrel FOB) | | + 07 - |
| Dubai | \$16.85-6.90 | 250 |
| Bront Bland (dated) | \$19.20-9.25 | 475 |
| Brent Bland (Jul) | \$19 15-9 25 | - 350 |
| W 71 (1 pm est) | \$20.35-0.45q | -,425 |
| Oil products (NWE prompt delivery per t | onne CIF) | + ar - |
| Promium Gasoline | \$224-225 | -5.5 |
| Gas Oil | 5173-174 | -2 |
| Heavy Fuel OII | \$75-78 | -1 |
| Naphtra Petroleum Argus Estimates | \$184-185 | -2.5 |
| | | |
| Other | | + or - |
| Gold (por troy oz) | 5337.6 | -1.1 |
| Silver (per tray azi | 410c | f 1.0 |
| Pletinum (bor troy cz) | \$362.9 | +49 |
| Palladium (per troy oz) | \$83.50 | +065 |
| Copper (US Producer) | 104.54c | |
| Lead (US Producer) | 37.00e | |
| Tiri (Kusia Lumpur markei) | 15.29 | |
| Tin (New York) | 281.5c | |
| Zinc (US Prime Western) | 62c | |
| Cattle (live weight) | 108.380 | +063* |
| Sheep (live weight) to | 88 88a | -3.67 |
| Pigs (live weight): | 91.72p | -8 C8· |
| Landon daily sugar (raw) | \$238.0: | |
| London daily sugar (while) | | -7.1 -4.5 |
| Tate and Lyle export price | | |
| THE PLY THE MINNE PRICE | | -4.5 |
| Barky (English teed) | Unq | |
| Maize (US No. 3 yellow) | £147 5 | |
| Wheat (US Dark Northern) | £120w | |
| Rubber (Jun)♥ | 53.50p | |
| Rubber (Jul) ¥ | 53.50p | |
| Rubber (KL RSS No 1 Jun) | 218 Or | + 1.0 |
| Coconut oil (Philippines)S | \$840.01 | -2.5 |
| Pain Oil (Malaysian)§ | \$385.0v | |
| Copra (Philippines) | \$415.0 | |
| Soyabeans (US) | £150.50 | -26 |
| Catton "A" Index | 81.10c | |
| Wooltops (64s Super) | 422p | |
| | | |
| <u>C a tonne unless otherwise</u> c-cents/lb, r-ringgi/kg. I-ki | STREED. D-PRI | ngerkg. |
| g-Gengelle, r-inggevag. rad g-May q-Jun. Meat Comen | erian radij | |

here," one broker said of the domino affect of fund selling in the maize market. The pressure spilled over into WHEAT. PLATINUM rose as the London bullion market digested Monday's bullish Johnson and Matthey report. New York platinum futures pared early gains by midday. A 17 per cent fall in US housing starts in April, the biggest drop in eight years, undermined sentiment by pointing to a still-anaemic economy, analysts said. The New York COTTON market was limit down at midday following overnight rain in the Delta region **Compiled from Reuters**

| SUGAR | - Lond | on FOX | (\$ per to | ľ |
|---------------------------------------|--|---|---|---|
| Raw | Close | Previous | High/Low | |
| Aug | 208,80 | 207.50 | 210.20 207.20 | |
| Oct | 199 40 | 199.00 | 200.00 198.80 | |
| Dec | 191.00 | 191.00 | 186.60 166.60 | |
| May | 192.00 | | 190.00 190 00 | |
| White | Close | Previous | High/Low | |
| Aug | 274.90 | 274 50 | 277 00 274 20 | |
| Oct | 265.00 | 264.50 | 265.50 264.50 | |
| 1444.38 ——— | | | : Aug 1491.32 (| |
| (444.38 CRUDE (| OIL - II | Ptr | 3/b | |
| CRUDE | Cice | Piz 8 Previo | S/b: Uş High/Low | |
| CRUDE | Closi 19.18 | Previo | 5/b; V\$ 14gh/Low 19,48 19 12 | |
| CRUDE | Close 19.16 19.15 | Pig 8 Previous 19,46 19.38 | 5/b; V\$ High/Low 19.48 19.12 19.41 19.10 | |
| Jul Aug Sep | Close 19.18 19.15 19.14 | Pig 8 Previous 3 19,46 5 19,38 19,36 | 3/b: U\$ High/Low 19.46 19 12 19.41 19.10 19.34 19.10 | |
| Jul Aug Sep Dec | Close 19.18 19.15 19.14 19.08 | Pig 8 Previous 3 19,46 5 19,38 1 19,25 | 5/b; V\$ High/Low 19.46 19 12 19.34 19.10 19.34 19.10 19.23 19.04 | |
| Jul Aug Sep Dec IPE Inder | Close 19.18 19.15 19.14 19.08 19.08 | Pg Previous 19.46 19.38 19.36 19.25 79.54 | 3/b: U\$ High/Low 19.46 19 12 19.41 19.10 19.34 19.10 | |
| Jul Aug Sep Dec | Close 19.18 19.15 19.14 19.08 19.08 | Pg Previous 19.46 19.38 19.36 19.25 79.54 | 5/b; V\$ High/Low 19.46 19 12 19.34 19.10 19.34 19.10 19.23 19.04 | |
| Jul Aug Sep Dec IPE Inder | Close 19.18 19.15 19.14 19.08 19.50 | Pg Previous 19.46 19.38 19.36 19.25 79.54 | 5/b; V\$ High/Low 19.46 19 12 19.34 19.10 19.34 19.10 19.23 19.04 | |
| CRIDE | Close 19.18 19.15 19.14 19.08 19.50 | Pg Previous 19.46 19.38 19.36 19.25 79.54 | S/b: NSphilow 19.48 19 12 19.41 19.10 19.34 19.10 19.23 19.04 19.60 | |
| CRIDE | Close 19.18 19.15 19.14 19.08 19.30 19.317 | Pig 8 Previo 19,46 19.38 19.36 19.25 79,54 9508) | S/b: NSphilow 19.48 19 12 19.41 19.10 19.34 19.10 19.23 19.04 19.60 | _ |

| Aug Sep Oct Nov Dec Jan Feb | 175,75 177,75 179,75 181,50 182,75 180,75 178,00 | 178.50 180.50 182.50 184.00 185.25 179.25 | 175.00 174.75 180 00 177.00 180.75 178.00 183.25 181.00 185.25 182.25 180.75 180,75 178.25 178.00 | |
|---|--|--|---|---|
| agair Sales | pool - Spo ended 15 ast 146 tons were mod ing in Wes | May amounts in the large with | nent sales for th that to 510 ton provious week. I deals mainly and Australien | |
| n/o, t | June: c en STD \$360, 1 | BWD n/a. (| : 8TC \$385, BW ; and f Antherp: \$350, BWO \$35 | ~ |

| May | | | | |
|---|--|--|--|--------------------|
| dul ear | 571 583 | 569 563 | 574 583 606 560 | |
| Sep Dec | 627 | 200 825 | 595 589 627 621 | |
| Mar | 657 | 652 | 657 650 | |
| May | 676 | 572 | 674 570 | |
| Jul . | 695 | @91 | 893 691 | |
| Sep Dec | 716 745 | 709 | 714 712 740 | |
| Mar | 770 | | 765 760 | |
| Tumov | er: 2733 (| 3186) lois (| of 10 tonnes | |
| ICCO I | indicator ve May 18 | prices (SDS | Rs per lonne 1.96) 10 day | s). Dally |
| for Ma | v 19 723. | 6 (726.24) | naoj in day | e Adu e Bo |
| | , | | | |
| COFFI | X ~ Lon | don FOX | | \$/tonne |
| | Close | Previous | High/Low | |
| May | 735 | 713 | 715 713 | |
| Jul Sep | 744 762 | 735 765 | 744 728 764 750 | |
| Sep Nov | 782 782 | 700 774 | 784 770 | |
| Jen | 802 | 794 | 800 790 | |
| Mer | 815 | 810 | 810 801 | |
| Turnov | er:8471 (1 | 906) lots of | 5 Ponnes | |
| ICO In | dicator pi | toss (US c | ents per po (50.63) 15 da | und) for |
| MBY 1: | i: Comp. .63 (48.65 | 0811Y 50.76 1 | (50.63) 15 da | ay aver- |
| -No0 | (+ 0.0 5) | , | | |
| POTAT | 1 - 200 | opdon FO | | Effonne |
| | Close | Previous | High/Low | Pipinik |
| | 109.1 | 110.0 | | |
| | 109.1 | 110.0 | 109.5 108.0 | ı |
| furnev | er 133 (10 | T) lots of 2 | | |
| furnev | er 133 (10 | ii) kas al 2 Lacator FO | | E/tonne |
| furnev | er 133 (10 | | | Enonne |
| SOYAL | er 133 (10 | Location FO | x | £/tonne |
| furnovi BOYAL Aug | er 133 (10 EEAL - (Close 124.00 | ondos PO | X High/Low | E/tonnie |
| FURNOVA BOYAL | er 133 (10 EEAL - (Close 124.00 | Previous | X High/Low | E/tonnie |
| SOYAL Rug Turnovi | er 133 (10 EEAL - (Close 124.00 | Previous | X High/Low | = |
| SOYAL Rug Turnovi | ETAL - (1054 124.00 17 - (30)10 | Previous 123.00 ts of 20 tor relets POX Previous | High/Low mee. \$10/Indi | = |
| SOYAA Aug Turnovi | Close 124.00 Br - (30)io Close 1291 | Previous 123.00 ts of 20 tor ados FOX Previous 1286 | High/Low S10/Inde High/Low 1291 1290 | = |
| SOYAA Rug Turnow Ruggel | PEAL - (Close 124.00) PET - (30) PET - Los Close 1291 1215 | Previous 123.00 Its of 20 tor Idea POX Previous 1286 1220 | X High/Low High/Low S10/Indo High/Low 1291 1290 1215 1210 | = |
| Furnove Furnov | Close 124.00 Br - (30)io Close 1291 | Previous 123.00 ts of 20 tor ados FOX Previous 1286 | High/Low S10/Inde High/Low 1291 1290 | = |
| Furnove Furnov | ESAL - 1 Close 124.00 ET - Cose 129.00 ET - Cose 1291 1215 1127 | Previous 123.00 ts of 20 tor edges POX Previous 1286 1220 1120 | \$10/Ind. \$10/Ind. \$10/Ind. \$10/Ind. \$12/Ind. \$12/Ind. \$12/Ind. \$12/Ind. | = |
| FRESCI LUTION FRESCI LUTION May han hall oct | ESAL - 1 Close 124.00 Er - (30)io Close 1291 1215 1127 1243 | Previous 123.00 ts of 20 tor sides FOX Previous 1286 1285 1290 1120 1238 1285 | \$10/Inde \$10/Inde \$10/Inde \$10/Inde \$1291 1290 1215 1210 1127 1110 1243 1230 | = |
| FRESCI LUTION FRESCI LUTION May han hall oct | ESAL - 1 Close 124.00 Er - (30)io Close 1291 1215 1127 1243 1286 | Previous 123.00 ts of 20 tor sides FOX Previous 1286 1285 1290 1120 1238 1285 | \$10/Inde \$10/Inde \$10/Inde \$10/Inde \$1291 1290 1215 1210 1127 1110 1243 1230 | = |
| FREE GI | EEAL - 1 Close 124.00 177 - Come 1291 1215 1225 1226 1291 1215 125 126 1291 1215 125 126 1291 1215 125 126 1291 1215 125 126 1291 1215 125 126 1291 1291 1291 1291 1291 1291 1291 | Previous 123.00 tes of 20 tor redox FOX Previous 1220 1120 11238 1235 40 | X HighyLow 11291 1290 1215 1210 11243 1230 1286 | ex point |
| Aug Turnow FRitigal May Jun Jul Jul Jul BFI Turnow | ESAL - Close 124.00 ET - (30)io ET - (30)io ET - Lose 1291 1215 1127 1243 1296 ET 159 (12 | Previous 123.00 tes of 20 tor redous FOX Previous 1238 1220 1120 1238 1235 4) | X High/Low 10/10/06. \$10/10/0 High/Low 1291 1290 1215 1210 1127 1110 1243 1230 1286 | = |
| Aug Turnove May Jun Jul Det France France France France France France France France France | ESAL - (Close 124.00 ET - (30)io ET - Los Close 1291 1215 1127 1295 ET 159 (12 S - Lose Close | Previous 123.00 ts of 20 tor sides FGX Previous 1220 1120 1238 1285 4) Previous Previous | X High/Low 1291 1290 1243 1230 1286 | ex point |
| SOYAL SOYAL Rug Turnov May Jun Jul Jun Jun Jun Jun Jun Jun Jun Jun Jun Jun | EEAL - (Close 124.00 EF - (30)ic EF - (30 | Previous 123.00 ts of 20 tor sides POX Previous 1220 1120 1238 1285 40 Previous 125,40 | X High/Low Si@ned High/Low 1291 1290 1215 1210 1127 1110 1243 1230 1255 High/Low 125,40 125,40 | sx point |
| BOYAR BOYAR Furnove Mey han Juli Out 38FT Furnove Mey han Juli Juli Juli Juli Juli Juli Juli Juli | ESAL - (Close 124.00 ET - (30)io ET - Los Close 1291 1215 1127 1295 ET 159 (12 S - Lose Close | Previous 123.00 ts of 20 tor sides FOX Previous 1238 1238 1238 1238 1238 1238 1238 1231 1231 | X HaghyLow 1291 1290 1215 1210 11230 1286 1286 1263 111.00 110.5 | E/torne |
| BOYAS BOYAS Aug Turnov May han Jul Oct SFI Furnov Way Sep Work May Way Sep Work Work Work Work Work Work Work Work | EEAL - Close 124.00 124.00 127 - Lose 1291 1215 127 1243 1286 1295 1296 1496 1596 1497 | Previous 123.00 Its of 20 tor sides POX Previous 1280 1120 1120 1235 Iden POX Previous 125.40 111.20 114.10 116.10 | X High/Low High/Low 1291 1290 1215 1210 1127 1110 1243 1230 1256 High/Low 125.40 125.40 111.00 110.1 114.25 114.1 17.85 117.4 | E/torine |
| BOYAM BOYAM Turnovi May May May May May May May May May May | EEAL - Close 124.00 ET - Com 124.00 ET - Com 1291 1215 1223 1286 ET 159 (12 Close Close 1295 114.25 114.25 114.25 | Previous 123.00 Its of 20 tor Ideas FOX Previous 1238 1238 1285 Idea FOX Previous 125,40 111.40 | # High/Low High/Low 1290 1290 1290 1286 125.40 125.40 125.40 125.5 114.25 | E/torine |
| Aug Turnovi Iun Jul Oct SFF Turnovi May Sep Vov | ESAL - 1 Close 124.00 EST - (30)io EST - (30 | Previous 123.00 Its of 20 tor sides POX Previous 1280 1120 1120 1235 Iden POX Previous 125.40 111.20 114.10 116.10 | X HaghyLow \$10/Ind High/Low 1291 1290 1215 1210 1127 1110 1243 1230 1286 High/Low 125,40 125-111,00 110-1 14,25 114-1 1(7,85 117-6 121,10 121-1 High/Low | E/torne |
| BOYAL BOYAL FIRE OF TURNOW May han hal hal hal hal hal hal hal hal hal hal | ESAL - Close 124.00 ET - Come 124.00 ET - Come 1291 1215 1127 1295 ET - Lose Close 1205 ET - Lose 1215 1127 1295 ET - Lose 1205 ET - Lose 1 | Previous 123.00 Previous 123.00 Its of 20 tor Index FOX Previous 1238 1220 1120 1120 1121 Idea Inc. Inc. Inc. Inc. Inc. Inc. Inc. Inc. | # High/Low 125.40 125. 121.0 121.4 121.0 121.4 119.1 121.0 121.4 119.2 1 | Expoint Extorne |
| BOYAM BOYAM FRIDGE FUTOW May Sep May Sep May Sep May Sep May Sep May Sep May Sep May Sep May Sep May Sep May May May May May May May May May May | EEAL - Close 124.00 EFAL - Close 124.00 EFF - Com 1291 1215 1275 1223 1286 1286 1089 | Previous 123.00 Previous 123.00 Its of 20 tor sides FOX Previous 1220 1220 1238 1285 40 Frevious 125.40 111.40 114.10 121.25 Pravious | # High/Low High/Low 1295 1210 1225 1230 1255 1210 1255 1210 1255 1210 1255 1210 1215 1215 | E/torne |
| BOYAL BOYAL BOYAL GUTTOW Mey bun Jul Jul Jul Jul Jul Jul Jul Jul Jul Jul | EFAL - Close 124.00 EFAL - Close 124.00 EFF - (30) EFF | Previous 123.00 Previous 123.00 Its of 20 tor sides FOX Previous 1220 1220 1238 1285 40 Frevious 125.40 111.40 114.10 121.25 Pravious | High/Low 1291 1290 1291 1290 1291 1290 1292 1290 1293 1290 1293 1290 1294 1293 1298 High/Low 125,40 125,40 125,40 125,511,00 110,00 1 | E/torne |

120.5

107.0

119.5 118.6 1121

105.5 105.0 107.0 106.7

| | | | | | | | | | | | | | | | | | | | | - |
|------------------------------|----------------------------|----------------|--------------------|-------------------|----------------|------------------------|--------------------------|------------------|--|-------------|-----------------------|--------------------------|----------------------|----------------------|--------------|---------------------------|--------------------------|------------------|---|----|
| LONDON M | ETAL EXC | HANG | E - | | {Pric | es suppli | ed by Arm | ikjemated | Metal Trading | ORA | INGE JUIC | E 15,000 lb | a; cents/lb: | , | - Cł | ica | 90 | | | |
| | lose | Prev | lous | High/L | OW/ | AM Offic | dai Kert | close | Open Interest | _ | Close | Previous | High/Lo | w | | | | - | | |
| Atuminium, 9 | | | | | | | Total | dally turn | over 42,097 lots | | 132.85 | 134.95 | 134.50 | 132.50 123.90 | 3017 | Close | 7,000 by min Previous | | | _ |
| | 322.5-3.5 348-8.5 | 1313 1338 | | 1352/1 | 340 | 1324-25 1347.5-4 | 1348 | -48 | 161,739 lots | Sep Nov | 115.05 | 126.00 117.05 | 125.26 117.00 | 115.50 114.50 | May | 601/4 | 619/4 | 612/0 | 598/0 | ŏ |
| Copper, Grad | | tonne) | | | | | | dully turn | over 32,369 lots | Jan Mar | 114.50 114.05 | 116.25 116.00 | 116.25 116.60 | 114.60 | iut, guA | 607/4 811/2 | 623/4 627/0 | 617/0 620/4 | 804/0 | |
| | 209-10 231-2 | 1208 | L5-9 L5-31 | 1210.5/ 1233/1 | | 1209.5-10 1230.5-31 | | 5-33 | 105.532 lots | May Jul | 115.05 115.55 | 116.00 116.00 | 116.50 116.00 | 115.50 118.00 | Sep | 618/0 | 631/6 | 825/4 | 607/0 812/0 | 9 |
| Lead (£ per to | onne) | | | | | | Total | daily turn | nover 6,246 kgs | | | 115.00 | 116.00 | 116.00 | Nov Jen | 622/6 630/0 | 638/4 645/0 | 632/0 638/0 | 618/0 627/0 | |
| | 79.5-80.5 92-3 | 279-6 291-1 | | 294/298 | | 281.5-2 293.5-3.7 | 5 294-1 | | 15,742 tots | · | | | | | Mar May | 838/0 640/G | 654/4 659/0 | . 647/0 650/0 | 635/0 640/0 | 9 |
| Nickel (5 per | | | | | | | | | 10ver 3.297 lots | CRU | | nht) 42,000 | | | - SOYA | BEAN OF | L 60,000 lbs | cents/lb | | _ |
| | 320-30 | 7310 | | | · | 7310-15 | 7405 | | OF 400 Late | Jun | 20.12 | Previous 20.52 | High/Lov 20,35 | 20.05 | | Close | Previous | | ~ | _ |
| Tin (5 per ton | 400-405 me) | 7385 | -80 | 7400/73 | 240 | 7396-400 | | | 25,123 lots nover 2,320 lots | Jui | 20.35 | 20.71 | 20.56 20.66 | 20.32 20.43 | May | 20.70 20.86 | 21,09 21,28 | 20.90 | 20.70 | |
| | 250-65 | 6545 | -65 | | | 6245-50 | | | | Aug Sep | 20.48 20.49 | 20.81 20.81 | 20.69 | 20.45 | Aug | 21.04 | 21.43 | 21.11 21.25 | 20.77 20.91 | |
| | 250-60 | 6250 | | 6250/62 | 40 | 6245-60 | 6250 | | 7,706 lots | Oct | 20.47 20.45 | 20.77 20.72 | 20.68 20.85 | 20.50 20.45 | Sep Oct | 21,23 21,38 | 21.60 21.73 | 21,44 21,56 | 21.11 | |
| Zinc, Special | | <u></u> | tonne) | 4000 | | 4000 O E | Total | ally func | ver 13,929 lots | Dec | 20.43 | 20.69 | 20.62 | 20.43 | Dec | 21.67 | 22.05 | 21.85 | 21.25 21.52 | • |
| | 360-63 289-70 | 1363 1269 | | 1392 1278/12 | 359 | 1362-2.5 1270-1 | 1272- | 73 | 59,051 lets | Jan Feb | 20.39 20.34 | 20.63 20.57 | 20,53 29,51 | 20.42 20.38 | - Jan Mar | 21,75 22 .02 | 22.17 22.35 | 21.75 0 | 21.66 0 | |
| LME Closing SPOT: 1,8387 | C/\$ rate: | 3 | aths: 1.8 | | _ | months: | 1 7985 | | months: 1.7680 | Mar | 20.30 | 20.51 | 20.32 | 20.32 | SOYA | BEAN ME | AL 100 tons | ; \$/ton | <u> </u> | - |
| 9-07. 1,0047 | | 9 1162 | | 1124 | | | | | 11,000 | ==== | | | | | | Close | Previous | High/Los | , | _ |
| | | | | | . 144 | W Y | OFK | | | HEAT | Close | Previous | | S GENE | _ May | 182.0 | 189.5 | -188.0 | 181,5 | |
| LONDON BU | | | | | GOL | D 100 troy | oz.; \$/1709 | oz. | | = | 5615 | | High/Low | | - QUA | 184.1 184.9 | 188.3 188.7 | 187.0 187.7 | 182.6 182.9 | |
| (Prices suppli | | | | -11 | | Close | Provious | High/L | DW. | dun dui | 560T | 5711 5664 | 5680 5635 | 5600 <i>559</i> 7 | Sen | 185.5 | 189.6 | 188.5 | 184.2 | |
| Gold (fine oz) | | | £ equiv | aness(| May | 337.8 | 335.9 | | 0 | Aug Sep | 5670 5780 | 5757 5862 | 5700 5825 | 5860 | Oct Dec | 203.4 203.4 | 207.3 208.1 | 206.0 206.0 | 202.5 202.5 | |
| Opening | 337, 40-337, 339,30-339 | .60 | | | الال الالال | 338.2 339.0 | 339.3 340.1 | 341,7 8 | 337.6 0 | Oct | 5875 | 5957 | 5920 | 5790 5885 | Jan Mar | 204.0 204.2 | 208.2 207.0 | 204.0 | 203.3 | |
| Morning fix Abertoon fix | 340.00 339.50 | | 184,702 184,441 | ! | Aug | 339.8 | 340.8 | 343.5 | 339.5 | Nov Dec | 5970 6050 | 6052 6132 | 6015 6100 | 5965 8075 | | | min; cents/ | 204.0 | 203.3 | _ |
| Day's high | 340,70-340 | .90 | 10-0 | | Oct Dec | 341.5 343.4 | 342.6 344.5 | 344.6 347.0 | 341.7 343.0 | Jan | 6075 | 8157 | 6125 | 6090 | === | Close | Previous | | | _ |
| Day's low | 357.30-337. | | | | Feb | 346.6 | 345.7 348.8 | 0 | 0 350.7 | Feb | 5970 5760 | 6052 5832 | 6045 6815 | 6025 6815 | May | 250/4 | 258/0 | High/Low | | _ |
| Loco Lda Ma | | | | | Apr Jun | 347.7 350.1 | 348.6 351.2 | 356,7 0 | 33U.7 | | | | _ | | Jul | 254/2 | 262/2 | 256/4 260/6 | 249/6 253/4 | |
| 1 month 2 months | 3.01 3.02 | 6 mo | | 3.06 3.90 | PLAT | WELLIN 50 | roy az, \$/b | roy Oz. | | COCC | A 10 tonn | es;\$/tonnes | | | - Seb Dec | 256/4 258/2 | 266/0 266/0 | 261/6 263/4 | 255/4 257/0 | |
| 3 months | 3.03 | | | | | Close | Previous | High/L | | | Close | Previous | High/Low | | Mer May | 265/6 | 273/0 | 269/4 | 264/2 | |
| Silver #x | b\time oz | | US com | eguiv | May | 356.6 | 358.8 | 8 | 8 | 10 | 927 | 921 | 929 | P18 | Jul | 270/0 274/4 | 276/6 280/6 | 278/4 277/0 | 289/0 273/4 | |
| Spot 3 months | 223.65 229.10 | | 411.50 415.20 | | Oct | 381.5 365.7 | 358.6 362.3 | 364.5 368 5 | 361.0 364.5 | Sep Dec | 969 1020 | 963 1014 | 971 1022 | 961 1015 | Dec | 261/0 | 253/0 | 262/0 | 281/0 | |
| 6 months | 234,60 | 4 | 119.35 | | Jan | 365.7 | 382.3 | 367.3 | 385.5 | Mer Mey | 10 <u>62</u> 1092 | 1955 1984 | 1056 G | 1058. 0 | WHEA | | ı min; centşı | 60tb-bushel | | |
| 12 months | 245.30 | | 29.00 | | Apr | 366.2 | 362.8 | 0 | 0 | Jul . | 1122 | 1114 | 1120 | 1120 | . —— | Ciose | Previous | High/Low | | |
| QOLD COME (Prices supplie | | dhaari i | i destada 1 | | 5E.Y | IR 5,000 b | oy oz. cen | Marty oz. | | Sep Dec | 1149 1183 | 1141 1173 | 1150 D | 1150 0 | May | 381/2 345/4 | 384/2 356/2 | 384/5 354/6 | 380/G 344/Q | _ |
| (1 1900 cabbin | \$ price | | £ equh | referri | | Close | Previous | High/Lo | Ner | | | | | | Sap Dec | 349/E · 357/4 | 358/4 367/6 | 358/6 | 348/4 | |
| Krugerrand | 339,50-34 | | 184.50- | | May | 407.9 | 408.7 | 411.5 | 411.5 | COFF | EÉ *C* 37. | 500lbs: cen | bs/lbs | | Mar | 358/0 | 387/4 | 366/6 368/4 | 356/0 358/4 | |
| tapie leaf | 350.00-36 | 1.00 | 190.00- | 190.50 | Jup Jul | 408.2 408.2 | 409.1 410.2 | 0 414.0 | 0 406.5 | | Close | Previous | High/Low | | . May | 349/4 333/0 | 355/4 . 340/0 | 354/0 | 348/4 | |
| New Sovereig | m 83.00-84.0 | X 0 | 45.00-4 | 5.5\$ | Sep | 412.1 | 413.2 | 416.5 | 411,5 | ᄺ | 65.60 | 64.40 | 85.70 | 63.80 | • | | ,000 lbs; car | 337/6 | 33340 | |
| TRADED OF | TIONS. | | | | Dec Jan | 416.5 418.1 | 4)7,7 419,3 | 421.0 0 | 475.5 G | Sep Dec | <i>67.60</i> 70.50 | 88.45 89.20 | 67.70 70.60 | 27.05 68.70 | | Close | | | | |
| Aluminium (99 | 0.7%) (| alls | | Puts | Mar | 421.6 | 422.9 426.6 | 0 | 0 | Mar | 73.35 | 72.00 | 73.35 | 71.50 | Jun | 72.375 | Previous | High/Low | <u></u> | _ |
| Strike price \$ | tonna Jul | Sep | Jul | Sep | May Jul | 425.2 426.8 | 430.3 | G | ő | May Jui | 77.20 79.75 | 76.20 77.35 | 77.20 0 | 75.9Q d | Aug | 69.800 | 73.225 70.375 | 73.350 70.600 | 72.325 69.750 | |
| 1200 | | | | | Sep | 433. 1 | 434,7 | <u> </u> | 0 | Sep | 82.40 | 80.0G | ŏ | Š | Oct Dea | 69.325 68.850 | 70,180 69,675 | 70.225 | 69.300 | |
| 1300 1400 | 53 9 | 79 30 | 13 89 | 24 73 | HIGH | | OPPER 25. | | | | | | | | Feb | 66.450 | 69.100 | 09.775 09.150 | 68.800 68.400 | |
| Copper (Grade | 9 A) C | ells | , | Puta | | Close | Previous | <u> </u> | 100.60 | SUGA | | 11" 172.00 | - | g/lbe | Jun | 69.750 87.250 · | 70.200 68.000 - | 70.300 68.000 | 69.750 67.000 | |
| 2103 | 132 | 138 | 3 | 9 | May | 100.90 100.95 | 100,46 100,45 | 101.80 100.95 | 100.80 | | Close | Previous | | | LIVE H | GE 40,00 | 00 for conte/ | | 7-1424 | ÷ |
| 2200 2300 | 46 6 | 20 20 | 13 72 | 30 85 | Jul Aug | 101.15 101.20 | 100.60 100.70 | 101,25 101,15 | 100.7 5 100.9 5 | ᅄ | | 9.3 5 8.91 | 9.02 9.02 | 8.92 9.32 | | Close | Previous | High/Low | | _ |
| Coties | | Sab | Juj | Sep | Sep Oct | 101.25 101.25 | 1 <u>00,50</u> 100,50 | 101.30 0 | 100.95 0 | Mer May | 8'63 \$'84 | 8.82 8.61 | 8.92 8.86 | 8.83 8.82 | JUN JUI | 46.975 45.060 | 47.626 45.650 | 47.900 | 45,900 | _ |
| 700 | 47 | 74 | 4 | 12 | Nov | 101.30 | 100.85 | 0 | 0 | Jul Oct | | 8.74 8.71 | 8.8Q. | E.79 | Aug | 43.050 | 47.625 | 45.925 43.825 | 45.000 43.000 | |
| 750 | 15 | 42 | 22 | 30 | Dec Jan | 101.40 101.30 | 100 95 100.85 | 101,35 101,20 | 101.15 101.20 | | | p.ri | | 0 | Oct Dec | 39.975 42.750 | 40.450 | 40.550 | 39.900 | |
| 500 Coche | 3 | 23 | <u>80</u> | 51 | Feb | 101.20 | 100.75 | 101.05 | 101.05 | IMD | | | _ · · ` | | Feb | 43.850 | 43.050 44.100 | 43.200 44.250 | 42.875 43.850 | ٠. |
| 900 | 3d _ | 5ep 24 | J ul 36 | 31 | | | | | | REUT | | : Septemb | | | Apr Jun | 42.700 47. 28 0 | 42,850 47,300 | 42.700 47.250 | 42,700 | |
| 925 950 | 2 | 16 | 56 | 48 | COTTR | Gl095 | Previous | High/Lo | | J | May 19 1592.4 | May 18 1597.9 | | | | | 0.000 lbs: cc | nts/lb | 47.250 | _ |
| | | 10 | 60 | 67 | | 58.55 | 62.72 | 60.20 | 58.65 | DOW | | ase: Dec. 3 | 1602.7 1 1974 = 1 | 1726.1 | | Close | Previous | High/Low | | - |
| Frent Crude | Jut | Aug | Jul | Aug | Oct | 60.30 | 63.93 | 61.75 | 60 27 | 1 | | May 15 | | | | 38.050 | 38,400 | 38.900 | 37,960 | |
| 19 50 2000 | 19 8 | 41 21 | St | 61 98 | Dec Mer | 50.84 52.30 | 64.43 64.73 | 62.00 63.00 | 60.75 62.30 | | 118,50 | 178.52 | 115.98 | 128.84 | Aug | 37.275 34.600 | 37.900 35.450 | 38.250 | 37.100 | : |
| 2050 | š | | | - | May | 62.87 | 64.00 | 83.50 | 63.40 | Futur | es 119.47 | 119.70 | 119.17 | 126.82 | Feb | 46.300 | 46.375 | 35.850 46.700 | 34,700 46,180 | |
| | | | | | | | | | | | | | | | :FgJ | 45.100 | 45.100 | | 45.100 | |
| | | | | | | | | | | | | | | | | | | | | |

LONDON STOCK EXCHANGE

Footsie struggles to hold above 2,700

By Steve Thompson

er hard choice

TOOLCA

the entering the

The state of the s

The state of the s

Section 19 Control of the section of

Agents Si

the state of the state of

The state of the last

to the state of th

the party

Comment of the Property of

die be ide

The Baring 2)

and the hold the

of the marketing

the difference of the second

A second to the second to the second

Anna Carlos Sans

for the the Adamete

A residence of the styles

+ 1 さんしょうけい

 $\gamma_{i} = 90\%$

 $\Omega(m_0 \geq_{\rm tot} p = c e^{-i t \frac{1}{4} \frac{\sigma}{4}})$

The second section is

hicago

the transfer of

7 (6)

10711111

and the late

Note that for the

the females of cong.

in the Lat

Silver and and

i plateau

The same state of the same sta

the state of the s

aubit. The op-

Lanton Charles

A LATE burst of activity, prompted by some rather spurious takeover speculation, enabled London's equity market to end a difficult day with only minor damage. More importantly, it finished above the psychologically important 2,700 level on the Footsie index. At the close the index

was 3 points lower at 2,700.6. Equity market specialists were encouraged that the market had managed to hold above 2,700, although there were suspicions that dealers were more than keen to see the index close above that level.

There was turmoil in the

market at the outset of trading, when a fault in the Stock Exchange computing system

on the Stock Exchange TOPIC system during the first few minutes of trading. The fault also meant that prices carried on TOPIC's Footsle trigger page were incorrect. There were no problems, however, with the market's Seaq trading system, enabling dealers to trade normally throughout the The problems were quickly

led to incorrect FT-SE 100

share indices being published

corrected, showing that the Footsie opened some 3.6 higher at 2,707.2. The early rise in the Footsie reflected the latest strong showing by Wall Street overnight and a positive performance by Tokyo.

However, a decline in the Footsie future and the emergence of only scattered support

Account Dealing Dates Jun T Jun 11 Jun 12 Jun 26 Jun 22 West-lime dealings may take place from 8.30 am two business days earlier.

for leading shares saw the market begin to drift off and dip below 2,700 to reach the day's low point of 2,693.7, or 9.9

April's Public Sector Borrowing Requirement of £3.6bn came as no surprise to the City, nor did figures for industrial production and unit wage costs. Thereafter, the market managed to recoup some of the lost ground, with an early mod-

est fall by Wall Street having little effect on London. Dealers were quick to point out that sterling continued to perform well against the D-Mark and the dollar and that there had been few signs of pressure in the gilts market. News that the Bank of England had waved through

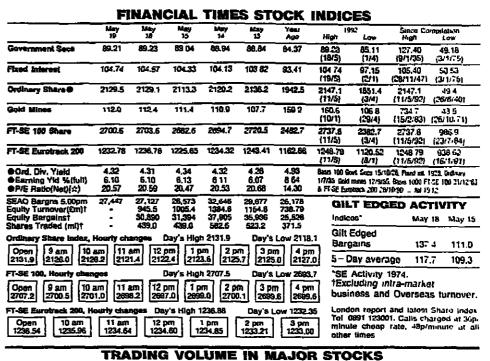
the Hongkong & Shanghai Banking bid for Midland Bank caused a flurry in Midland shares amid rather unconvincing stories that Hongkong Bank may well launch a market raid to pick up a further 10 per cent of Midland shares. Another suggestion was that Lloyds, increasingly viewed as being thwarted in its attempts to acquire Midland, could now turn its attentions towards Royal Bank of Scotland.

Heavy turnover in Asda also revived old bid hints in the supermarket chain.

The best showing in the Footsie came from British Airways, whose shares ran up 5.2 per cent after more than doubled profits.

Lasmo, the oil group, took a hammering after S.G. Warburg Securities downgraded its earnings and dividend projections for the stock.

Turnover in equities accelerated after a slow start, helned by a medium-sized programme trade executed around midday, and reached 565.4m shares. As expected, the value of customer business on Monday dropped below £1bn, only the third time since the general election that turnover has fallen below that level.



Lasmo hit by broker revision

OIL exploration company Lasmo was the worst performing stock yesterday in the FT-SE 100 Index and one of the weakest in the London market following a sharp profits fore-cast downgrading by securities house S.G. Warburg.

Warburg argued that unless the company cuts its dividend, halves its exploration budget and takes £5m off its overheads it will lose £30m this year. It said Lasmo needed to reduce its total dividend to a nominal penny from 8.5p. Lasmo fell 18 to 199p with more than 8.8m

shares traded. The revised forecast follows a similar exercise on Enterprise last week, when Warburg lowered its underlying earnings prediction by £16m to £78m, inclusive of £80m profits from asset disposals. County NatWest followed yesterday with a forecast cut from £86m to £72m for Enterprise, and estimated asset disposal profits at only £25m. It also advised clients to reduce holdings. Enterprise slipped 5 to 421p.

Next optimism

A healthy trading statement from Next helped sentiment in a positive retail sector antici-pating improved official figures today. Next shares rose 4% to 88%p in volume of 6.8m.

Chairman Lord Wolfson said at the group's annual meeting that retail sales in the first quarter were ahead by 10 per cent from last year's corresponding period. Although some observers pointed out that Next's sales last year were particularly flat, the rise fol-lowed similar noises from Burton last week. The market also expects a moderate increase in retail sales figures due today. Burton gained 2 to 50p, Boots 3 to 467p and Kingfisher 2 to

563p. Dixons advanced 6 to 271p and Amstrad rose 31/4 to 40%p, both partly on the back of the BSkyB football deal.

Bank approves bid Approval by the Bank of England for Hongkong and Shanghai Banking's bid for Midland prompted renewed support for the UK clearer. The

NEW HIGHS AND LOWS FOR 1992

statement triggered talk that Hongkong Bank would launch

| MEW (MEMIS (ZBQ), BRITTEM FUNDS (18) BANKS (4) BA SCOT, 188. 91-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1- |
|---|
| BRITISH FUNDS (18) BANKS (4) Bk Scot |
| 91, po Pi, Do 91, po Pi, Royal Bk Scot, 136. |
| Chieffin Greton Manders, Needler. |
| Wilsham BUSDARES SERVS (14) BPP. |
| Barbour Index, Br Data Mogmit, Hays, Hogg |
| Robinson, Page, Salvesen, Scott Pictord. |
| Sketchiey, weiper, Create (e) Cathing. |
| YORKS, CONGLOMERATES (1) Enegr, CONT |
| & CONSTRON (7) Boot, Jackson, McAlpine. |
| Smart, Tay Homes, Tilbury Douglas. |
| of Order Joseph Scholer, BLECTRICITY |
| (1) Beckord, ELECTRONICS (19) ACT, Astes |
| Bowthorpe, Eurotherm, Ferrand, Forward |
| Tech, Learning & Burghest, Mari, Mil. |
| Prestrick Do 74 to Pl. Real Time Cott. |
| Scantronic, Standard Platform, Tunstall, |
| ENG AERO (1) Br Aerospace, ENG GEN |
| (8) Belley, Concentre, PCI, Plusper, Car, |
| Clarke, Everest, Nastie (Br), Do (Regd). |
| Northumbrian, Sims, FOOD RETAILING |
| (2) Greggs, iceland Frozen, HEALTH & |
| HISEHOLD (2) Jayes, School, NUTELS & |
| BOOMERS AT Serry Sirch & N. DAY TRUSTS |
| IED MEDIA (10) Abbott Meed V. Birkdale, |
| Capital Radio, GWR. Gold Greenless, HTV, |
| Johnston Press, LW7 313 pc Prio. News |
| Inti, Wetmoughs, MERCHANI BASES (4) |
| son consults on Chemberlin & Hill. Tribit |
| Caurio, Evereer, Nesdie (Br.) Do Resod, Northumbrian, Sims, POOD RETAILRIC (2) Gregos, keland Frozen, MEALTH & MSEHOLD (2) Jeyes, School, MOTELS & LESS (2) First Lefa. Weembry, MEALTH & MSEHOLD (2) Jeyes, School, MOTELS & LESS (2) First Lefa. Weembry, MEALTH BENGERS (1) Serry Birch & N. Sev Trusts; BEOKERS (1) Serry Birch & N. Sev Trusts; Capital Razio, GWP. Gold Graenbean, MTV. Schroders Fress, LWT 3) per Prid. News Intl. Wesmoughs, MERCHART BARCS (2) Schroders. Singer & Fredlander, MTL & MTS. PORMANS (2) Chemberlin & Hill, Triple Lovel, Asset (1) Bilaton & Bastorsea, Studelich Toya, Chemrin D. Bartorsea, Kolders Tech, Le Crauset, Pentland, Prosetton Pott Debon Stag Form. MOTORS (1) Sostrom. |
| Bluebird Toys, Chemring, Danks, Holders |
| Tech, Le Crauser, Pentland, Prosirion Pent |
| Relyon, Stag Farm, MOTORS (10) Bostrom, |
| Buridene, Ceffyns, Degenhein, Evens Harshew, First Tech, Jessupe, Lockers, |
| Pentragon, Volkswagen, Oil. & GAS (3) |
| Ez Co Louisiana, Do A Prid, Lasroo 25 po |
| PL OTHER FINCL (6) Bridgerid, First Nett. |
| Halshaw, First Tack, Jessupa, Lockers, Pendregon, Volkswagen, Oll. & QAB (2) Er. Co Louisiana, Do A Prid, Lasteo 95 pc Pl. OTHER FINCI. (5) Bridgerd, First Nat. Gentard & Nedt, S. & U Storea, Smith New Court, OTHER INDL MATLE (8) Amber, 6TF Wis, Charler Cons. Penny & Cities, Society Williams & Pl. PACKE, APSE & PRINTS |
| Court, OTHER DRUL MAJLE (8) ANDERS DIE |
| Williams Sp PL PACKG, PAPER & PRINTS |
| (S) API, Cropper, Dolphin Packg, Jervis |
| Porter, Kymmene, Microgen, SCA B. |
| (S) API, Cropper, Dolphin Packg, Jervis Potter, Aymmana, Microgen, SCA B. Stal-Piss, Infl. PROP (s) Mucitor, Peel, Littler Square, YRM, STORES (S) Brown, Colarte, Disons, Do Sp P, Kingdisher Sipe P; 2001. Next, CS, Wyersle, Texts (s) Fee of Larces, Leeds, Reyelder, Restrants, Tohr Yorklyde, TRANSPORT (s) Sr Akways, St Always Cap Sipe P, Potter Dollmyn, Seapon, Transport Dev, WAYER (d) East Syrry, Mid Kent, South Staffe, Names (1) |
| Union Square, YHM, STONES 19; DIVING |
| COUNTY DISSUITE DO SPORT PARTIES OF 1448 |
| of Lemma, Leads, Resolute, Resource, Tors |
| YOTALVIDE, TRANSPORT (8) BY AIRWAYS, BY |
| Airways Cap 9 tope Pt. Posesi Dullryn. |
| Seacon, Transport Day, WATER (3) SUR |
| Surrey, Mid Kent South States, Market (1) |
| |
| AMERICANE 66 CPC, Data Gen, Merrill |
| AMERICANS (4) CPC, Data Gen, Merrill - Lynch, Rockwell, CAMADIANS (1) Cen Pac 4pc (b), BREWERS (1) Anheust-Busch, |
| 4pe Ob. BREWERS (1) Anheuser-Busch. |
| SUBMESS SERVE (I) Manpress, ELECTRODICE (I) Borland, FOCO MANUF (I) Cerr's Milleg, Health & REMOLD (I) Hartington, RECCE COMPOSITE (I) |
| ELECTRONICS (1) CONSIGNATION TO A PRINCE D |
| AL PRINCIPLE COMPOSITE (1) |
| Travelors, Mry TRUSTE (2) Kores-Europe, |
| (1) Hardington, RESCE COMPOSITS (1) Travelors, SEV TRASTS (2) Karga-Europe, Modestranteun Fund, Siem Select, Oil. & (AS (1) Lastno 'Ope', STORES (1) Fired Earth Tites, TEXTS (1) Costle Mill, MINES |
| GAS (1) Lasting "Ope", STORED (1) Fired |
| Earth Tices, TEXTS (7) Coste Min, Mines |
| (1) St Barbara. |

a dawn raid today for Midland stock in order to take its stake above 15 per cent. However, banking analysts said this was unlikely as Hongkong Bank is not allowed to buy stock in the market at a price lower than the bld price. Midland gained 4

suitor Lloyds Bank - up 8 at 432p - may not get a toehold caused analysts to cast around and look for another likely target for Lloyds. They alighted on Royal Bank of Scotland, pinpointing the value of its Direct Line Insurance subsidlary. Royal Bank climbed 7

Figures at the bottom end of expectations prompted profit-taking in BOC, which dropped 15 to 703p.

The gases and healthcare company announced half-year profits of £162.7m, up from a previous £144.7m but compared with analysts' forecasts of between £163m and £166m. The company also said signs of an upswing were patchy and limited to only a few segments of its global industrial gases mar-

Smith New Court lowered its full-year profits forecast by £5m to £355m and was advising clients to switch into ICI which, it said, offers good value up to 1400p. ICI eased 5 to 1361p.

Turnover in Hauson was

to 397p. The possibility that rival chaser Compass Group.

to 205p.

boosted as a number of the conglomerate's directors exercised share options. Lord Hanson reduced his holding to 6m

EQUITY GROUPS

shares after selling 2.5m at 232 4p. In the market, the shares eased 21/2 to 2311/4p with 10m traded. There were also 9.1m warrants traded. Body Shop retreated 12 to 308p as rumours of a critical

television programme circu-Talk of the sale of Gardner Merchant, Forte's catering subsidary, refused to die away ahead of today's results from rival caterer and potential pur-

The latest talk has the £500m subsidiary being broken up, with the UK side going to management and Compass taking the European operations. Both Forte and Compass shares

were unchanged yesterday.
Slightly disappointing results from Allied-Lyons saw the shares marked down 8 to 652p. Worries over the Carlsberg deal and the brewery group's cash flow - with City anxiety over the possibility of a rights issue refusing to go away - also persisted.

Mr Graeme Eadie at County NatWest moved to a buy position on Allied, however, citing solid margins and good recov-ery prospects. "The new management team is on course to deliver superior earnings growth over the next two years," he said. Nervousness ahead of

today's results from Bass left

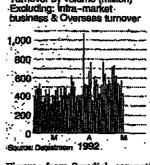
the shares down 12 at 619p. Selling in the US was said to have been behind a fall of 21 to 984p for Wellcome. Glaxo recovered 13 to 748p.

FT-A All-Share Index 1,300 1,260 ---1,220 🐪

Equity Shares Traded Tumover by volume (million)

1992

.1,180 -



Figures from Swedish competitor Astra, particularly on Losec, the direct competitor to Glaxo's anti-ulcer drug Zantac, were good but in line with fore-

British Airways raced up 15 to 302p in brisk trade of 18m shares, making it the best performer in the FT-SE 100 Index. The company reported fullyear profits up 119 per cent at £285m, and a 20 per cent rise in the dividend, Analysts moved quickly to

upgrade current year forecasts

Joel Kibazo.

to around the £409m mark. P&O benefited from the positive mood surrounding BA and gained 11 to 536p.

A gloomy annual meeting at Ocean Group sent the shares tumbling 27 to 311p.

British Steel eased 3 to 81p.

There was talk in the market that the recent price increases for steel are not holding and that the company is being forced to sell to European cus-tomers at pre-April 1992 prices. Williams Holdings added 6 at 360p, with suggestions in the

market that the share price

was being massaged in preparation for a deal or acquisition. A line of GEC stock that has been overhanging the market was said to have held down the shares, which lost 21/2 to 230 Ap. However, 8m shares were traded in big blocks at 230%p a share, suggesting that the overhang had now been

largely cleared. Board changes at Southern Water were welcomed by the market, the stock adding 12 at 411p in a positive water sector, where Panmure Gordon advised investors to stay "overweight". Building materials group

187p in heavy turnover of 3.6m as BZW moved to a buy stance. **MARKET REPORTERS:** Christopher Price,

BPB Industries gained 6 to

Other market statistics,

EQUITY FUTURES AND OPTIONS TRADING

BID talk in Asda, in the traded stock option as bid talk with June trading in a narrow options market, created sub-stantial interest in an other-7,051 contracts with the July wise dull day in the derivative 35 calls in which 3,670 lots markets, writes Joel Kibazo.

Turnover in the London reached 29.821 a big improvement on Monday's 19,926 contracts with the bulk of the day's business carried out in stock options. Turnover in the FT-SE 100 option was negligible at 4.922 lots.

were dealt the busiest series. This was followed by British Traded Options market Airways, which reported good profits, and led to a clutch of profit upgrades.
It traded 2,961 lots. Hanson,

BT and Lasmo, in which dividend cuts are forecast, were also busy. In stock index futures, deal-

range for a large part of the day. June opened at 2,727, which proved to be the high point of the day. Buying interset at the lower levels was modest, with economic stats-tics and Wall street having no impact on the day's trading. June eventually closed at 2,717 down 12 on the previous session and around 9 points above its estimated fair value le at 4.922 lots. In stock index futures, deal-premium to cash of about 8.

Asda was the top traded ers talked of a dull session Turnover was a poor 4,649.

FT-ACTUARIES SHARE INDICES

⁶ The Financial Times Ltd 1992. Compiled by the Financial Times Ltd

Tuesday May 19 1992

| | | \ | | Dely INI | 18 | 15 | 14 | Cappro | | | |
|-----|--|---------------------------|----------------------|--------------------------------------|---|-------------------------------|----------------------------|------------------|-------------------|-------------------|------------|
| . ' | & SUB-SECTIONS gures in parentheses show number of stocks per section | lødex Na. | Day's Change % | Est. Earnings Yield% (Max.) | Gross Div. Yield% (Act at (25%) | Est. P/E Ratio (Net) | ad adj. 1992 to date | Index No. | index No. | index No | Inda No |
| ī | CAPITAL 6000\$ (179) | 922.91 | T | 6.42 | 5.04 | 20.27 | 14.90 | 923.42 | 917.45 | 920.00 | 828 |
| ž | | 1104.45 | +0.1 | 5.01 | 5.36 | 27.72 | 19.03 | 1103.46 | 1097.86 | 1103.20 | 1081 |
| 3 | Contracting, Construction (28) | J1052.0I | +0.5 | 3.49 | 5.74 | 60.00 | 23.82 | 1046.47 | 1039.85 | 1048.61 | 1319 |
| 4 | Fleetricals (8) | 2744 49 | | 6.74 | 5.37 | 19.28 | 68.82 | 2744.39 | 2732.05 | 2592.47 | 2356 |
| - 5 | Flectronics (29) | .12037.99 | -0.3 | 8.80 | 4,17 | 14.40 | 5.05 | 2044.59 | 2035.53 | 2033.51 | 1768 |
| ě | Fnoineering-Aurospace (7) | 402.23 | -03 | 6,72 | 6.46 | 14.55 | 11.16 | 403.28 | 400.91 | 400.38 | 427.8 |
| 7 | Engineering-General (44) | J 566.03 | | 7.37 | 4.16 | 16.84 | 7.82 | 566.05 | 566.21 | 565.00 | 437 |
| 8 | i Metals and Metal Forming (8) | .1 374.19 | -1.3 | 0.88 | 9.26 | - | 2.03 | | 372.48 | 372.76 | |
| 9 | Motors (14) | 387.24 | -0.2 | 6.89 | 6.07 | 19.06 | 9.96 | 387.99 | 386.24 | 391.72 | |
| 10 | Other Industrial Materials (19) | 1892.73 | +0.1 | 6.56 | 4.38 | 18.35 | 33.79 | | | 1880.36 | |
| 21 | CONSUMER GROUP (188) | 1731.17 | − 0.2 | 7.03 | 3.31 | 17.45 | | 1734.72 | | 1732.81 | |
| 22 | CONSUMER GROUP (188) Brewers and Distillers (24) Food Manufacturing (17) Food Retailing (18) | 2215,44 | -1.0 | 7.50 | 3.34 | 16.00 | 16.84 | 2237.99 | | 2224.32 | |
| 25 | Food Manufacturing (1.7) | 1308.98 | -0.2 | 8.23 | 4.01 | 15.05 | | | 1307.76 | | |
| 26 | Food Retailing (18) | 2978.03 | -0.7 | 8.03 | 3.02 | 16.18 | 20.23 | | 2971.14 | 2964.89 | 2763 |
| 27 | Health and Household (24) Hotels and Leisure (20) | 4118.87 | 10.5 | 6.70 | 2.58 | 17.02 | 35.84 | 4108.57 | 4104.63 | | |
| 29 | Hotels and Leisure (20) | 1430.03 | -0.3 | 5.88 | 4.78 | 22.04 | | | 1432 64 | | |
| 30 | Media (25) | 1668.90 | -0.3 | 5.67 | 3.29 | 22.06 | | | 1666.62 | | |
| 31 | Packaging, Paper & Printing (17) | 853.31 | +0.2 | 6.11 | 3.87 | 19.75 | 11.55 | | | 854.97 | |
| 34 | Stores (33) | 1105.66 | +0.3 | 6.87 | 3.32 | 19.29 | | | 1087.37 | | |
| 35 | Textiles (10) | 744.94 | +0.5 | 6.17 | 4.17 | 20.44 | 10.52 | 741.40 | 741.70 1324,43 | 747.16 | |
| 40 | OTHER GROUPS (116) | 1333.40 | | 9.19 6.55 | 4.82 4.25 | 13.67 19.24 | 14.24 | 1335.09 | 1489.93 | 1331.61 | 1221 |
| 41 | Business Services (17) | 1489.19 | -05 | 6.65 | 4.54 | 19.24 | 24.37 | 1606.79 | 1594.98 | 1605.70 | 1240 |
| 42 | (Them(cals (22) | 1270.09 | -0.8 | 8.97 | 6.59 | 13.93 | | | 1432.71 | | |
| 43 | Transport (14) | 27/5 42 | +L0 | 6.77 | 4.22 | 18.07 | 20.47 | 2719 45 | 2700.39 | 2710 16 | 2210 |
| 44 | Electricity (16) | 1303 23 | +0.6 | 13.49 | 5.00 | 9.67 | 17.21 | | 1268.16 | | 1748 |
| 22 | Telephone Networks(4) | 1449 88 | -0.1 | 10.81 | 4.32 | 12.08 | | | 1451.40 | | |
| 27 | Water(10) | IZBB7.63 | +0.8 | 14.77 | 5.51 | 7.46 | 0.00 | 2864.89 | 2830.90 | 2851.29 | |
| ΔA | Miscellaneous (22) | 2122 48 | | 5.56 | 4.65 | 23.75 | 21.83 | | 2102.59 | 2124.50 | 1884 |
| 49 | INDUSTRIAL GROUP (483) | 1406.26 | -0.1 | 7.59 | 4.11 | 16.46 | 15.74 | 1407.72 | 1398.74 | | |
| | 011 & Gas (17) | 2304.37 | -11 | 7.21 | 6.76 | 18.23 | | 2127.50 | | 2099.48 | |
| 59 | 500 SHARE INDEX (500) | 1474,39 | -0.2 | 7 <u>.5</u> 5 | 4_38 | 16.62 | | 1477.38 | | 1472.74 | _ |
| 61 | FINANCIAL GROUP (87) | 796.81 | +1.0 | - | 5.69 | - 1 | 17.10 | 789.11 | 783.76 | 789.59 | |
| 62 | Banks (9) | 1016.89 | +1.8 | 4.75 | 5.37 | 33.33 | 24.58 | 998.67 | 994.93 | 997.68 | |
| 65 | Insurance (Life) (6) | 1571.72 | +0.1 | i – i | 5.67 | - | | | 1551.55 | | |
| ~ | Insurance (Composite) (7) | . 561.59 | +0.4 | | 6.20 | | 13.46 | 559.55 | 555.92 | 559.31 | |
| 67 | Insurance (Brokers) (10) | 1001.45 | +1.0 | 7.79 | 6.69 | 16.88 | 21.48 | | 984.87 509.53 | 1001,62 509.53 | 423 |
| 68 | Merchant Banks (7) | 518.07 | +0.1 | 7.4 | 4.00 | , <u>-</u> ,, | 4.25 6.75 | 517.43 715.66 | 708.59 | 725.43 | |
| 69 | Property (33) | 268.25 | +0.2 | 7.64 6.73 | 6.40 | 18.09 20.14 | 6./2 3.12 | 267.14 | 264.63 | 265.41 | 264 |
| | Other Financial (15) | 208.2 <u>2</u> 1267.91 | +0.4 | <u> 6.73</u> | 3.51 | 20,14 | 15.07 | 1262.61 | 204.03 1259.49 | | |
| 71 | ALL-SHARE INDEX (657) | 1312.07 | | - | 451 | | | | 1303.73 | | |
| 77 | WITCHINGE THREY (03/) | lodes | _ | | | | | May | May | May | Yes |
| | 1 | No. | Day's Diange | Day's Hìgh (a) | Day's | May 28 | May 15 | nay 14 | 13 | 12 | 290 |
| _ | FT-SE 100 SHARE INDEXA | 2700.6 | _ | _ | | _ | _ | 2694.7 | | 2722.A | |

| FIXED INTEREST | | | | | | AVERAGE GROSS REDEMPTION YIELDS | Tue May 19 | Mon May 18 | Year ago (appro: | |
|--|----------------------------|----------------------|--------------------------------------|------------------------------|--------------|------------------------------------|--|--|--|--|
| PRICE INDICES | Tue May 19 | Day's change % | Mon May 18 | Accrued interest | | 1 2 | Coupons 15 years | 8.91 | 3.11 8.91 8.91 | 9.1 9.7 9.9 |
| British Government Up to 5 years (25) 2 5-15 years (24) 3 Over 15 years (10) 4 Irredeemables (6) | 122.99 139.38 151.83 | +0.03 +0.02 | 122.96 139.35 151.79 166.25 | 2.15 2.24 3.12 0.74 | 5.45 3.39 | 6 7 8 9 | (0%-74,%) 20 years | 9.14 8.95 8.93 9.34 9.07 9.02 | 9.14 8.95 8.93 9.34 9.07 9.03 | 10.3 10.2 10.1 10.5 10.3 10.2 |
| All stocks (65) Index-Linked Up to 5 years (2) | 136.86 172.14 | +0.06 | 136.82 172.04 150.38 | | | 11 12 13 | Intelectuables Index-Linked Indiation rate 5% Up to Syrs. Inflation rate 5% Over 5 yrs. Inflation rate 10% Up to 5 yrs. | 4.40 3.23 | 9.11 3.99 4.43 3.24 | 4.1 4.2 3.2 |
| All stocks (11) Delis & Luzus (63) | 152,82 | +0.41 | 152,20 120.67 | 0.91 2.20 | 4.67 | 15 | Inflation rate 10% Over 5 yrs. Debs & 5 years Laus 15 years 25 years | 10.50 10.30 10.21 | 10.51 10.32 10.23 | 11.8 11.6 11.4 |

LONDON SHARE SERVICE | Processor | Proc BRITISH FUNDS - Cont. BRITISH FUNDS - Cont. **BRITISH FUNDS** Mon Fri Thu Year May May May ago 12pt 1995...... Erch 3pc Gas 90-95..... 10 4pc 1995...... Eron spc uss stras — 10 ½ pc 1995...

Treas 12 ½ pc 1995...

14 pc 1996...

9pc 1992—964...

15 ½ pc 1996!...

Exch 13 ½ pc 1996!...

Exch 13 ½ pc 1996...

Treas 13 ½ pc 1997...

Exch 10 ½ pc 1997... +3 93 94 +3 55 64 5 — 123 118 3 — 123 77 13 — 123 77 13 +3 123 107 13 +4 123 77 2 +4 123 77 2 8.87 9.06
8.88 9.06
12:18 9.44 Undated
9.58 9.16 Corsale 4oc.
7.53 8.49 War Lan 3/2 pcet.
7.53 8.49 War Lan 3/2 pc 81 Ah.
12.82 8.34 Tess 3pc 66 Ah.
18.69 923 Corsale 2/2 pc.
9.26 8.57 Tress 2/2 pc. 9,25 9,65 9,54 9,36 1,15 9,26 NOTICE IS HEREBY GIVEN that in accordance with anticle 8 of the Conditi Administration, the Annual General Meeting of holders of Depositary Receipts of IPNA 3 N.V. will be held on June 3rd, 1992, at 11.00 a.m., at the office of the Stickting According to Article 9 of the Conditions of Administration holders of Depositary Receipts who want to attend the moeting have to deposit their certificates, or a statement from a bank that those certificates are in its custody and that it will keep those certificates in its custody until the end of the meeting, at the office of the undersigned, or the office of Suez Konijman NV, Nieuwszijds Voorburgwal 162, 1012 SJ Amsterdam, on May 28th, 1992 at the latest. Notice is given that the ageods of the meeting and the accounts for the year ending December 31st, 1991 have been deposited at the office of the Stichting at the aforementioned address and at the office of Suez Kooijman NV. Copies of both documents can be obtained at that address free of charges. Amperlen, May 20, 1992

> Berengracht 320 Currency Fax - FREE 2 week trial ask Anne Whitby frem Chart Analysis LIB - 7 Swallow Street, London W18 780, UK-Tet: 071-734 7174 exenange rate specialists for over 18 years Fax: 071-439 4966 BERKELEY FUTURES LTD. **FUTURES & OPTIONS** 15 PARK ROAD,

LONDON NW1 6XN OR TEL: C. DE ROEPER

STICETING IPNA 3 TRUST SERVICES

TRADERS

FOR AN EFFICIENT AND COMPETITIVE SERVICE







4.3% per annum From 18th Max, 1942 To 16th Navember, 1992

FINANCIAL TIMES WEDNESDAY MAY 20: 592 LONDON SHARE SERVICE CONTRACTING & CONSTRUCTION - (

Notes Price | Holes Price | Hotel | Hotel |

Providing | 162 | 165 | 131 | 549 |

Reventing | 162 | 165 | 131 | 549 |

Reventing | 162 | 165 | 131 | 549 |

Reventing | 162 | 165 | 131 | 549 |

Reventing | 162 | 165 | 131 | 549 |

Reventing | 162 | 165 | 131 | 549 |

Reventing | 162 | 163 | 131 | 141 |

Reventing | 163 | 164 | 163 |

Reventing | 164 | 165 | 165 |

Reventing | 164 |

Reventing | 165 |

Reventing | BUILDING MATERIALS - Cont. | +or | 1922 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | 1955 | **AMERICANS** | 143746 | 1432 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1434 | 1334 | 1434 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 1334 | 133 | Capto | Capt · 1996年 | 1994年19日本 | 1996 | 1996年 | 10 to 44 to 3252 200 to 12 to 2000年2000年720日 2000年720日 2000年720日 2000年720日 2000年720日 2000年720日 2000年720日 2000年700日 2000年700日 2000年7 Capin 12:00 A1 MADT S.
T1 PASR Brown.
C19 PATA Select.
24 Adam & Harvey. W
25 PATA London. T
45 African Lakes.
15 MANUTERI Sec.
0.7 MBFT.
24 MBRT Res.
7.1 SPP.
25 Barbour Index. T
26 MBRT Data Mangt. R
1.3 Brooks Service.
22 MBRT Data Mangt. R
1.3 Brooks Service.
22 MBRT Data Mangt. R
1.3 Brooks Service.
22 MBRT Data Mangt. R
1.3 Brooks Service.
2.1 MBRT Capital.
1.5 Capital.
2.6 Capital.
2.7 MBRT Capital.
2.8 Capital.
2.9 MBRT Data Mangt. R
2.9 MBRT Data Mangt. R
2.1 MBRT Data Mangt. R
2.2 MBRT Data Mangt. R
2.2 MBRT Data Mangt. R
2.3 Bridge Group.
4.7 MBRT Data Mangt. R
2.4 MBRT Service.
2.5 MBRT Data Mangt. R
2.5 MBRT Data Mangt. R
2.6 MBRT Data Mangt. R
2.7 MBRT Data MBRT Data MBRT D
2.8 MBRT Data MBRT D
2.9 MBRT Data MBRT D
2.9 MBRT D 39 22 251 291 291 292 293 253 141₂ 184 186 185 185 31.1 states & Allied

- Molitina
- Molitina 173 61 5 INSURANCE BROKERS

+gr 1992

Hotel Prod - Mct **CANADIANS** Add Capen A 444.0 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 136.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 146.5 | 14 2 Mint Cap 2m 1 1 1 2m bigs \$1213 \$517, 66 189 161, 11 477 188 8.5, 289 256 354 210 \(\) 240 \(\) 250 \(\) 130 \(\) 112 \(\) 347 \(\) 150 \(\) 211 \(\) 211 \(\) 237 \(\) 237 \(\) 224 \(\) 14 118 118 287 328 357 13 287 83 2019 17.8 18.7 43.7 27 2.4 209.1 82 18.7 187.8 15.9 42 244.9 13.2 4.3 141.2 32.0 2.4 370.0 740 2.5 370.0 740 2.6 370.0 32.0 1.3 134.4 25.5 7.2 101.9 25.5 1.8 186.5 2.9 28.9 30.7 FOOD MANUFACTURING

| Note | Price | P 154 154 81 249 321 222 274 27 16:1 3p2m 16:11:7 78:2.9 16:38.5 16:38.5 16:38 1,8 1,8 1,8 1,8 1,8 1,8 1,8 1,8 tes C 196 208 218 257 228 225 228 196 143 227 220 243 240 251 **BANKS** Ma Capan 3,578 2,222 4,183 1,103 59.5 25,4 1,285 25,4 1,11,7 17,7,3 6,363 211,27 4,922 4,922 6,837 4,922 6,837 4,922 6,438 bw Capin | City | April | Apri | Section | Proceedings | Proc 25 709 175
775 585 374
185 585 374
185 585 374
185 585 374
185 585 374
185 585 374
185 585 374
185 585 585
185 1245 785
185 1245 185
185 1245 185
185 1245 185
185 1245 185
185 1245 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
185 185 185
1

・ Marie - America - Amer

TRUSTS - Cont.

The state of the s

1 to 5.

10 mm

 $1 - V \in$

e:

22.2

0.5

6.4

4

10 m

#

ю.

**

1

4;

1

... # ...

60.0

•

4

A The second of the second of

1 m

· 物學 ""哪年的产生" 化分配量混合物 医多次异型 "一氯许德物医甲基环"的

ツガル・11/1日本のカロコン

...

| AUTHORISED WITT RUSS GENERAL STATE OF THE |
|--|
| |
| |
| |
| |
| |
| |
| |
| |
| Application Control of the part of the |
| Service 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 |
| The content of the |
| Ballis Gifford & C. Ltd (1400H Intial Gorpe, Febrush 25 1938 27 193 22 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 19 20 27 14 12 19 20 27 14 12 19 20 27 14 12 19 20 27 14 12 19 20 19 20 27 14 12 10 12 19 20 27 14 12 10 10 10 10 10 10 10 10 10 10 10 10 10 |
| Bank of Ireland Fund Mgs Ltd (1000)F Jana Growt 5114 31.41 3.75 94070 0 Convertible 5105.8 110.1 114 64.0107.00 HIX Tree Mgs Ltd (1000)F Jana Growt 5105.8 110.1 114 64.0107.00 HIX Tree Mgs Ltd (1000)F Jana Growt 5105.8 110.1 114 64.0107.00 HIX Tree Mgs Ltd (1000)F Jana Growt 5105.8 110.1 114 64.0107.00 HIX Tree Mgs Ltd (1000)F Jana Growt 5105.8 110.1 114 64.0107.00 HIX Tree Mgs Ltd (1000)F Jana Growt 5105.8 110.1 |
| Least Helpford: 3 64 66 77 7331 100 Constraints 100 64 66 77 7331 100 64 66 |
| De Carbier 100 4 100 100 100 100 100 100 100 100 1 |
| Do Justice Service 1 1218 1270 (4-24 DB Do Account 1 1270 (4 |
| PO Brills Betraham, feet SNA 100 (81.489 00) American Control 5 (64.48 |
| Formal Control of Co |
| Deligh in the Color of the Colo |
| Expression formula and the protection of the pro |

##35Kg

FT MANAGED FUNDS SERVICE

 Current Unit Trust prices are available on FT Cityline. Calls charged at 38p/minute cheap rate and 48p/minute at all other times. To obtain a free Unit Trust Code Bookiet ring (071) 925-2128.

| Bid Offer + or Yielu Bid Offer + or Yielu Bid Offer + or Belor Pelor - Greta Price Price - Greta Price - | Yield Bid Offer + or Yie Gross Price - Sen | Sid Offer + or Yield Price Price - Gras | Bid Offer + or Yield | Bid Offer + or Yight Price Prick - Shell | Left Caste. Side Sifter + or Victor Charge Peles Print Series - Series |
|--|--|--|--|--|---|
| Pearl Assignance (Unit Funds) Ltd Provident Mutual Life Assoc Assoc Cards. Scottish Amicable Pearl Assignance (Unit Funds) Ltd Provident Mutual Life Assoc Assoc Cards. Scottish Amicable 100 Street St. Gargon 041-249 | Son Alliance Group 2323 St Mart's Court Horston 0403 2323; Life Funds | Wesleyan Assurance Society 3 Common Circus, Blumingham, 84 648 (021-200-3003) C | ontal. 9 Ki lend features 1 Sup 98 50 983 0 983 20 | Roman Roman | tipschild Asset Management - Control FLU S.S. 1950 - 15 07% 48 0 50 FLU S.S. 1950 - 3,505 404 and 5 50 FLU S. 1963 20 10 20 10 10 574 4867 59 FLU S. 1963 20 10 20 10 10 10 10 10 10 10 10 10 10 10 10 10 |
| Managed Bress J. 642.5 576.3 42.1 Flast interest Ord. 227.6 239.8 40.3 Interest In | Memoral 510 9 377.8 +6.3 Depoil 254.2 278.2 -0.8 | Windsor Life Assor Co Ltd Windsor Houst, Telford, Stropping 0952 292929 D American | His Frace Wood, 1861. Sect. 1873 1273 1274 1275 | Control Cont | T. U.S |
| English 1918 1923 225 b 40.77 1880 1887 ts refer 1924 1924 1925 | - Far East | Fair East. 200.4 201.7 = 5.77.2 607.6 7.78.9 609.4 6.78 | YRA Dile W wide _ \$1.025 1 115 | FFSHORE AND | th America Fd 5 S. S. S. 11.775 5 S. |
| Cartion Manager. 1936 100 61 +0.11 - Pre-ind Ltd 511 Ltd - 183.8 193.0 193.1 Manager 1011 106.5 -0.11 | Worldwide Bond | Grad Best & Gill Life 129.6 136.4 - pi | toyal Life Intl. Ltd | | |
| See Miles of Sci 1374 165 7 Property Inc. 234 6 2 15.4 40.1 Asia Paralle. 1972 100.0 4-1.7 Property Inc. 234 6 2 15.4 40.1 Asia Paralle. 1972 100.0 4-1.7 Property Inc. 234 6 2 15.4 40.2 Exercises | - OK Leader | - 14009-110000 GFT 1552 / 1772 - - - | TOTAL DOTAL ARREST NO. 10 (1997) 1055 11 (1997) 1055 | Sw Jan Ma Sa | The Court Buleau 2004 GRADE GREET /100/74 |
| Pegassa Assurance Lib Brad Bary, Bristol 551 40.1 0272 230271 Pradential Assurance Co Life Fount. 1071 2 1092 49 4 Pradential Assurance Co Kanaped Agentside 1071 409 422 Balding Scales | Equity is seeme | Section Control Cont | prai Life toti Prog (2.224 2.392 = | ERMUDA (SIB RECOGNISED) | rasin Panels Magnet (Generator) Ltd Box 24o, St Pater Part, Generator 0481 723021 Sept 5 - 631,67 59-05 Sept 5 - 631,67 59-05 Sept 5 - 631,67 59-05 Sept 1 |
| Preside Fields 1998 1998 1998 1998 1998 1998 1998 199 | - Property | Retail & Resy by Life. 134 6 134 6 | | The state of the s | Ser Line S 24-33 |
| Managed Salarez 1025 122 40 4 | Fram Capital TR 140 0 147.4 +0.2 - Fram Capital TR 140 0 147.4 +0.2 - Fram Capital Scorth 126.3 133.0 +0.1 | Woolwich Life Assurance Ca Ltd Y 1-3 Generata, Pepili Serve RH1 LMK 9737 778800 S Managed Fd | RA Special Oper | eta Ciliado 1909 414161 In O'man (44) 732 777377 Henry Kisan (852) 1441 1660 Sc Lataria - AS- 15 441 - 41875 10 Nov | terror in the state of the stat |
| Premium Life Assurance Co. Life 37-39, Perrymouse Rud, Experies Ready American. (4.10 149 d) But iding Soc. Fd. (221.0 231.0 0) But iding Soc. Fd. (221.0 | - GT Capital | Zarich Life Assurance Co Ltd 11 Guiddail Wat, Portsmonk P01 21.8 0705 822200 R UK Massged | Avyal Shandla Life Assurance Ltd (2) ASS Assida He, Finch Rd, Douglar, IoM 0624 611611 CS Caselons Apetinis 61.111 1.194 40.881 DM Balanced Asstrains 61.096 1.178 140.081 DM | 10 10 10 10 10 10 10 10 10 10 10 10 10 1 | UERNSEY (REGULATEDA**) |
| Careford 1910 222.0 -1.0 Managed Hay 12 472.4 92.7 -1.0 Managed Hay 12 472.4 92.7 -1.0 Managed Hay 12 1910 202.0 -1.0 Managed Hay 12 1910 202.0 -1.0 Managed Hay 12 1910 202.0 -1.0 Managed Hay 20 191.0 -1.0 Managed Hay 20 191.0 -1.0 Managed Hay 20 191.0 -1.0 | GT Empara | UK Managed. 123.0 129.5 e0.7 e1.1 manufactured. 123.0 129.5 e0.7 e5.5 e0.7 e | Indicated Section IL 1006 1.788 40.026 - 0.000 | Dist. 044 31.234 488.540 Dist. 074 22.031 488.540 Dist. 075 24.031 Dist. 075 24.031 488.540 Dist. 075 24.031 Dist. 075 24.031 488.540 Dist. 075 24.031 Dist. 075 24.031 488.540 Dist. 075 24.031 Dist. 075 24.031 488.540 Dis | als Offer + er Vield Price Price - Green sames & Herrite Fund Manyt (Garantsey) Ltd februs Grey Co. 150.60 0.451 40.021 |
| Leiser 48 6 21 0 - Pens Organ Carry 21, 157 6 94 6 - Indiced Liniand. 127 7 125 5 60 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | GT International | OFFSHORE INSURANCES Alba Intl Assurance (Bermanda) Ltd Endanger rate at Valention Day USSL 8130, | Ballelin Sciety | ORI | Listure Correct Managers Control Link Listure Correct Managers Control Listure Correct Managers Control Listure Correct Managers Control Listure Control Listu |
| Preside Funds American American Building Sor Fd. 226 0 278 0 10 0 - Funds lighty 20 1004 111.6 40.8 - Estivate Series Building Sor Fd. 226 0 277 0 20 0 1 0 - Funds lighty 20 1004 117.6 40.8 - Engagement Series Building Sor Fd. 227 0 20 0 1 0 - Funds lighty 20 1004 117.6 40.8 - | Five interest 216.6 228.0 +0.3 international 225.0 194.7 +0.9 Morey 225.0 236.8 +0.1 | Action Principle Princip | Street 1 | Delta | character Global Investment Found Ltd matter Bood 113425 127.66 134.25 127.66 134.25 127.66 134.25 127.66 134.25 127.66 134.25 127.66 134.25 127.66 134.25 127.66 1 |
| viterazioni Enrity 183 0 1930 | Morey 223 0 236 8 + 0.1 | - Pacific Equity (S) S. 480 3.865 S. 547 2.D S. 547 2.D S. 547 2.D S. | AM.3 | 1000 | nirust Management (Laborator) Ltd |
| Stands Hr. Portland fort, Softmanned 103 5223 Fund Interest 103 1 403 | GT Special Megd 169 4 178.3 +8.4 GT Arms Sect Sts 109.2 114.9 -0.5 GT Capital | Steriling Deposit (E), 330.5 347.9 - 0. | 10 10 10 10 10 10 10 10 | rport Investment Management Froet street, Hamilton, Bermada Ha | he Govett Megyant International Ltd ray & Resource. 150,545 - 0,001 - 0,004 unbecs Fund Managers (CD) Ltd sout OTC. 19,7133 - 2,2501 entertile Fund Messagers (Coerstay) Ltd |
| HIII Sayuri Hansgor 130.1 | - Property Growth Life Parels | - Albany International Assurance Ltd. St Mary's Costleton, Isle of May 0624 823262 | 160 N 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | en Fland Umited oct St., Hamilton, HM11, Berneda, 809 295 4000 int | south of Parad Managers (Gaerster) Ltd static 6 a Pri STAIN 921 194 resist Turopmortum Managers Ltd but Early 194 resist Turopmortum Managers Ltd but Early 194 resist 195 re |
| March 1997 | Interspeed 200 3 40 2 | - Pacific Busin Stin | Tavest International Group | ANADA (SIB RECOGNISEB) | anterson Affords (Greensey) must be that he face \$2.200 40.000 must be that he face \$2.200 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 40.000 must be that \$2.500 must be that \$2. |
| 140 - Prudential Imitividual Pension Funds Pens. IV Equative 347.6 40.1 | Actual (1 40.1 40.1 40.1 40.1 40.1 40.1 40.1 40. | | ree Enile Stan, Locardonari Til 2899 Tel 4890751. Forting Past Plaza | trony & Since Passbroke see GBC Asset. Management C Asset: Management Agest: https://dx.doi.org/10.1006/10.100 | For Holbers Fd Hings sie Productal Fd Hings einwart Benson, Enth-Fd Hings Lob 10 Ac CAAC (10.25 10.91) 4.10 10 February 10.25 10.92 4.10 10 February 10.25 10.92 4.10 10 February 10.95 10.93 10.93 simmer Benson Islamic Fd Highel Ltd |
| Activities Am Can. 112.94 188.91 - Property - 370.4 397.4 - Pers. heries Linked. 174.9 194.3 40.71 Prolific Life & Persilers Ltd. 227.5 227.5 40.1 Pers. Managed. 227.5 277.4 Pers. Mana | - Next (A) | Pastive Rasin Dellar | on Bornd Fd End. 94 0 99 Borndari Challes E.F.E. (6.77 0.83 Brewners (Chall E.F.E. (6.15 1.34) | | element Berson, Schamic Pd Myrat Ltd mic Fant. 18th 7051 10 22rd Fand Managers (CD Ltd and Co. Out Bust. 183283 18433 ard Co. Con Bust. 183283 18433 ard Co. Con Bust. 183283 18433 |
| Life Feeb and Mings 614 0 853 2 40 4 Japanege | Allande All Washer1602.3 b34.01 | CMT Tecorence Co I tol E | W) Gisheran Sta Med | S Grofand Ley Managers (Georgesy) Ltd - La | gred Day ACT FEE 12227 12.75 +0.07 2.67 gred Open ACT FEE 125.74 12.75 +0.07 2.67 gred Open ACT FEE 125.74 12.75 +0.07 2.67 gred Open ACT FEE 125.74 12.07 3.60 1.40 8.63 gred Open ACT FEE 125.74 12.07 3.60 7.66 gred Open ACT FEE 125.74 12.27 4.23 +0.65 7.66 gred Open ACT FEE 17.74 12.27 4.23 +0.65 7.66 gred Open ACT FEE 17.74 12.27 4.23 +0.65 7.66 gred Open ACT FEE 17.74 12.27 4.23 +0.65 7.66 gred Open ACT FEE 17.74 12.27 4.23 +0.65 7.66 gred Open ACT FEE 17.74 12.27 4.23 +0.65 7.66 gred Open ACT FEE 17.74 12.27 4.23 from ACT FEE 17.74 12.2 |
| Eastly Fund 69-21 739-31 - International Seculiary 139-31 - 185-7 195-5 -0.1 | - Addison Section 175.0 + 0.5 Building Section (175.0 + 0.5 Building Section (175.0 + 0.5 Building Sect (Acct.) + 755.1 + 0.2 Corn Building Sec (Acct.) + 755.2 + 0.1 Equity (Acct.) + 762.7 + 0.1 Equity (Acct.) + 762.7 - 1.0 Gilt Edged (Acct.) + 378.4 + 0.5 Gilt Edged (Acct.) + 265.3 + 0.2 | Income Fd | rolect 5 Managed 120 920 0 952 | In Section West 5 (82.746) 0.7465 0.8065 Las Section West 5 (82.746) 0.80629 Las Section West 5 (82.746) 0.80629 Las Section West 5 (82.746) 1.812 1.812 1.813 Las Section West 5 (82.746) 1.812 1.813 1.813 Las Section West 5 (82.746) 1.812 1.813 1 | and to Jacob Primar 20,7,28 18,07 -0.25 7.24 and Friedrich Bad (lact. 20,7,26 20,7) 1.0.25 7.24 and Friedrich Bad (lact. 20,7,7 20,7) 1.0.79 and Friedrich Bad (lact. 20,7,7 20,7) 1.0.79 and Friedrich Bad (lact. 20,7,7 20,7) 1.0.79 and Friedrich Bad (lact. 20,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7,7,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7,7,7,7,7) 1.0.79 and Friedrich Bad (lact. 20,7,7,7,7,7,7,7,7,7,7,7,7,7,7,7,7,7,7,7 |
| Social Sits 357 9 609.2 4-1.0 - Beyoni Ace Fd 151 149.5 - summer Fd 192.10 97 80 45 6 Ferningry 327.4 348 6 -0.5 - Equivy Ace Fd 327.9 409.4 41.4 - Both Anterior Ford 1,171.0 180.0) -1.6 1 | - International (Act) 234.0 +1.4 | Owner control Frid SD A310 0 64701 + 0.0031 + 0. | FS Ained Greeth S S1.08 Skin FS Mined Greeth S S1.36 Skin FS Dit Balanoni Port S1.21 Age | th | ard included the control of the cont |
| Gill Feet 20 | <u>-</u> | | oe Boat Myd Camp 2 \$1.00 1.06 Bar apan Myng Comp | ring Inti Fd Managers (Coernsey) Ltd. La Box 255, St Peter Port, Europey 0481 710651 Ltd. Box Morry 310 047 1 0491 1 0405 140479 44 | and with Annia (1950) (2011 - 0.45 1.50 and 50 feet (1961) (1962) (196 |
| 1 1 1 1 1 1 1 1 1 1 | - Suo Life Unit Assurance Ltd S. James Barton, British 1859 753. 0272 Gle91 Hamand Acc. 1667 6 702.8 - L0 Property Acc. 252.1 277.0 -0.4 Equity Acc. 1116.5 1177.3 -3.8 Final Interest Acc. 300.3 325.7 -0.1 | Sets Boot | Manacement Sepvices & | ariable International Fund Maurages Ltd (48 Sec 255, 52 Peer Port Gerney C D481 7,0651 Ltd High High Yrd 160,944 .0 974u 1,0034 16,652 Million or Grafund Inv Moyer, we AIS Grafund for Miggra Interess Filight Fd Mingrs (Contrassy) Ltd (48 Interess Filight Fd Mingrs (Contrassy) Ltd (48) | and 147 b Perincipal Str. / 10 18 622 100 and 147 b Perincipal Str. / 10 18 622 100 and 147 b Perincipal Str. / 10 18 622 100 and 147 b Perincipal Str. / 10 18 62 and 147 b Perincipal Str. / 10 18 |
| Administrate Bull Fred Act. 1/41 8 1/47 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | Cash Acc | Seturity Fd | kala Clarkson Asset Management Chi The Windowski Test St. Abox, 6134 1FF 0420 80744 US. | Ser 250, S. Peter Pers, Georgiey 0481 712176 811 812 812 812 812 812 812 812 812 812 | Controller 1 SSE 2 10 fo |
| High fac Pers Acc | Pacific Acr. 207.0 217.9 -2.3 European 130.2 137.1 +0.3 Aretycsory Scot. 112.6 Def Distribution 125.6 132.3 | US Equity | C Spectrum Rebased | d Currency Dist | paged Steriles 232-5 231.9at -0.1 7.27 |
| Special Sits Pers Acr. 470.4 495.4 | 9181 San Life Postion Management Ltd - Clooks for Individual postus contract) - Pets. Managed Acc (842 2 878.2 | Fotors 52,4380 9,4710 +0.061 - C Bruker Bond Funds C1,035 1,125 - 6 Bankrad lott Mars 5 C1,035 1,125 - 6 | F S Financial Mingmit USB Welferd Court, Leiceser LEZ 6ER 0533 704370 Sug- leital Court, Leiceser LEZ 6ER 0533 704370 Sug- leital Court, Leiceser LEZ 6ER 0533 704370 Sug- |) High Yield Bd. 5 20,34 20,44 21,52 42,786.74 326 Dr. High Yield Bd. 5 21,17 7 17,26 22,56 40,646.46 Dol High Yield Bd. 5 21,480 14,86 15,644,467,70,5 Dol Bullock Graf 5 22,27 22,21 32,66 42,36 64, 5 50 | Hisp Deposit. 100.0 100.0 10.37 The Deposit. 507.0 10.00 10 |
| Prof & Fixed Pers. 113.3 119.1 40.2 - MAR James N Binglam 102.9 108.4 +0.30 - Index-British 115.0 152.7 401 UK Bine Calls 116.2 122.4 -0.1 - Deposit cas 106.3 109.8 +0.30 - Cash 170.2 179.3 108.5 +0.5 - Deposit cas 108.0 109.3 +0.30 - Cash 170.2 179.3 108.0 109.3 10 | Print, F. Indured, Act | Emerald Docortunits 0 826 0.869 | Aprilai Trest Financial Management Gai -10 Brook St. Coleralge Co. Londonderry 0265 58500 6th treather Position 1330 140.0 193 sentence Profession 155.2 173.9 Seri | al Stationer Feat (Galley) glass life Hope Ft 6 S- 1 000 3.30 Quan Monter Fund | Her International Mastenement Ling dar, Incel Sond. STLOS LIJ det, Incel Euro. SEAS 2.46 det, Linci F. East. SEA2 2.46 det, Linci F. East. SEA2 2.54 |
| ## Flack Reports 104.5 110.1 40.1 Flack Reports Report | Petts, Fer Estern Acc. 804.0 899.0 -36 Petts, Intl. Linds, Acc. 102.2 191.8 +03.6 Petts Japan Acc. 20.6 28.6 43.0 Petts Frank Acc. 20.6 7 200.8 -34.4 Petts, Earth, Acc. 101.2 191.7 40.3 Petts, Earth, Acc. 101.2 191.7 40.3 | Le Fond Ambriden | kase de Vere PLC Ulcom's las Fields, London WC2A 310071-404-5766 Plant Fields, London WC2A 310071-404-5766 Plant Fields, London WC2A 310071-404-5766 Clob CU Furbares Pic USS | Honey Faid. 0 9- 5000.00 (40.95) 25 See Henry Faid. 0 84- 50.71 (40.92) 25 Bell part Carray Faid. 5 (57) 00 97.16 93.12 (40.92) 24 Bell of Board Fund. 5 (50.7) 33.22 34.77 (40.96) 39 Feb (10) to \$1.07 (50.7) 33.22 34.77 (40.96) 39 Feb (10) to \$1.07 (50.7) 40.96 (23.37) 40.96 (23.78) Beard Fund. 5 (24.06 23.37) 40.96 (23.37) | nt. hed. Nt. Anne |
| AS Resulted 113.0 113.0 40.2 - UK Equity act 1110.0 115.0 - Pers index did Drig. 157.0 145.4 40.1 | Swiss Life (UK) PLC 101 London Rd, Sevencials Group Pension Fouris Group Pension Fouris Group Harraged | YRA O'shore Presider | CU Paydes | 8. Suip Beard 5 [IDLGR 10.522 1]. 076-00 819.32 Suit Line | Mas Fil |
| FICE Presents First 12.2 14.2 4.3 Free Presents First 12.4 12.5 1 | Cash Manages CAS 82 394.35 | Stig Advantarions | <u> </u> | notes Bour Fel. 5, 250, 262, 76, 51, 331 et 387, 785 [and life] high lang lang for \$1, 223, 351, 453, 276, 460, 473, 474, 475, 475, 475, 475, 475, 475, 475 | d lecture Starte |
| Prosperity Life Assurance Ltd | Index Tracking Ampd ILII.4.68 120.71 | · | rs coll and Migd Acc | # Smile Cos 5 581 10 81 10 86 23 - 0 211 20 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | |
| - Manual Cite (1997) - 1 (1997) | Missed Persolon. (3.10, 19 115, 90 | Far Eastern | dect Spatis P folio 115 3 40.1 - Glob lobal Spices P folio 133.5 140.4 147.7 -0.2 Glob frage Spootskar 140.4 147.7 -0.2 Glob frage Spootskar 140.4 147.7 -0.1 Glob | pens Final | ELAND (SIB RECOGNISED) |
| Pero Acc Descrit | Swiss Pienger Life Pic 16 Crosw Rd. N. Waterloo, Liverpool 051-428 665 | : <u>Pelicas</u> | 1001 1007 | oz 255, Gaerony 0431 715454 LA Mausged 4 15,934 5,5109 5,7577 44657 % LA L Boys 4 15,934 5,5109 5,7577 44657 % | Datt Case. We offer to Yield Case Price Price - G-7 If Fand Marragement List (a) 253 1760 630 American to 1016 - 106.55 1.50 630 |
| UK Karajed Acc 170 2 1901 401 - Provide that Treat Paints UK Karajed Acc 170 2 1908 401 - Granus Global Se B. 1169 8 178.9 - 02 - Peac Cast Pd. Ord. 150-1 250-1 401 | Hampsof Foot. 312.5 339.0 Ha Pers size & Exp Feb. 417.6 437.6 Many Fand. 153.8 159.8 Peus Mengl Ff (lish) 119.1 125.1 Peus Mengl Ff (lish) 119.1 125.1 Peus Mengl Ff (lish) 148.6 135.3 | Property Companies 1682 179.6 - V. Sassier Companies 169 2 177.6 +00.6 - U. Sepai Stassiers 1734 9 267.3 - 0.4 - IP Egarify & Law Brit Life Assec Co Ltd. Wickey Rss. Propert Hill Doselas, Iohi 0624.677877 A. Records Emire 28 4.6 - V. Sassier 1787 A. Records Emire 18 18 18 18 18 18 18 18 18 18 18 18 18 | G for Bal Port 1916 UNIN PM Managed Child 180.3 189.7 +0.6 - UNIN PM BJ. & Grenth 111.6 117.5 EMIN PM Univ Bd C & PJ. 49.9 52.9 EMIN | LA Yest Board 4 72595 2555 2666 42 42 42 44 45 45 45 45 45 45 45 45 45 45 45 45 | Reserve Record |
| Special Martin Acc 180 4 172 4 -0.4 - Hinderson Acc. Spr B 199 4 209 9 40 3 - PM St. Et Ed 182.0 102.0 102.0 40.4 1.0 1 102.0 102 | Prof FT30 Fd (Acc) | UK Electy | parties Managed Profit WE Excitate Per 1800 157.2 140.5 | and Charle Start of March 107 At 787 A.7 178 charles 40 7784 | Universal DM be: DM 119.54 uia Prolific International Magazit Lie Life Centre, Lower Abbey St. Dafila 1 (210.3531.747567 |
| Description Prop Acc 21.3 45.0 Garmone MA Sep D 116.0 -1.5 Shield Assurance Ltd Shield Assurance Ltd | 700 TSB Life Ltd | Deltar Deposit | Regent Street, Lordon SW17 477 | SUN Greeth 51.5 400 5.4976 5.7572 192 31 Chin SUK Spat Str 51 Q. vol. 7.9477 3.1414 121.55 - Earlo IS Garta Grath 550 1777 5.0853 1210 33 Stock IS Australia - 582 201 4.2971 4.9973 4.000 - Jane | Pacific - 109.2 - 3.7 1.00 10.5 1.00 |
| Int Managed Acc 35 4 40 40 40 40 40 40 40 40 40 40 40 40 4 | - Charlton Pl. Andover, Reats, SP10 IRE (9254 35567 September 1997) - 277,9 239,9 4 - 279,9 4 - 279,9 4 - 279,9 4 - 279,9 4 - 279,9 5 - | Exercise Exercises Fd. 16 St. John St. ECT M 4AY 0771-454 1151 JF Sterling Exercises Fd. 195.8 | Corbon | ework Bosses Test Fd Maars Life AG | nor & Bond |
| Total Development Beast (M. Egypt Service Beast Con. 1.45.5 133.2 40.2 Standish Life Psychologic Con. 1.45.5 133.2 40.2 Standish Life P | Variation 1917 1914 476 . | Finesco International Ltd PD Bast 193, SP Peter Port, Seemey 0481 713100 FU PD Bast 193, SP Peter Port, Seemey 0481 713100 FU PD Bast 193, SP Peter Port, 1941 1541 FU PD Bast 1945 FU PD Bast 1941 FU PD Bast | | 550 124 1 124 1 2033 MINES 2 09 M | Table Control Investment Funds 1.tal Indiany Circus, Landon EC2M 1.UT 071-826-0826 Investment 5- 1.198 -8.072-57 - 8.0464 - 0.8529 - 0.8529 |
| Property initial 152.4 0.1 | Narraged Prosen | ten by the state of the state o | W Investment Trust | 1. Bd Mr.* | Balike DM 04 2.4% Buller - 1 57954 Bulle |
| Technology initial 1946 -1.1 - | The Exchange, 66 High St, Aylestray, Sects HP20 1S 00296/ 39400 Managed | 18-20 North Guay, Donglas Lo.M. 0624 677446 KV Sig Admeterous Hayd 107.8 115.9 -0.1 - KN Sig Rainson Hayd 109 4 117.6 -0.2 - KV Sig Carrison Mond 108 4 116.6 -0.2 - KV Sig Carrison Mond 108 4 116.6 -0.2 - KV | Westerna 99.2 98.2 +0.1 - Lazz | re projucione o manopum pumpanary parige and Fund Mingrs (Channel Islands) Lid Anna 275, SI, Peter Port, Gaersey, CJ. 1980, 71,0461. https:// Gasterbergs | Commission Pales, Deplin 1 |
| UK High life Eq [in]: 36 3 0.3 | Property 50.2 20.1 40.1 Use East 5 20.2 40.1 40.1 Use East 5 20.2 20.2 40.1 40.2 Use East 5 20.4 20.4 20.2 Use East 6 20.4 20.4 20.4 20.2 Use East 6 20.4 20.4 20.4 20.4 20.4 20.4 20.4 20.4 | Hansard International Ltd. Fig. | V Profife (see) | 65 | ELAND (REGULATED)(**) |
| Bulanced Granth Hell. 100 2 -01 Everaine | Autivalian. 23.1 34.4 -0.2 Japan & General. 25.7 27-7 -0.2 Cold & General. 35.7 56.7 -0.1 Francist. 224.0 235.8 -0.1 Incorps. 312.9 324.4 -0.4 UK Capital. 203.5 24.3 -0.6 | 100 | red Fred (SIO | World Fixed Income Fond Hise Sth Essistate, St Pater Part 0481 71,3996 World | Bid Offer + w Yield Price Price - Greek |
| C Classif Growth Acr. 122 3 134 5 40 6 40 K Income | Preference | US \$ Pacific | Fitnam Binge & Partners Sardis John Square, Bristo BSB 45H 0277 264512 April | 1 MSR, Le Tructot, St. Peter Port, Georgi 483 724993 Globe Bank Fund Monagers (Euremany) Lini Strot ellum Doffer 4 AS 60 335 4401 5.98 Latik iga Doffer 5 CS 24 307 4865 64 Sense Francisca 6 014 72 195 448819 38 Emb | k of Ireland Unit Managers Lie 15 cap |
| Andrew-Gross in Part. 1 88.6 -0.21 - Properties Funds 10.73 11.29 49.5 Described Product P | Managed Penglon 19-31.6 177.7 5 42.5 GR PPON 565.9 42.5 40.2 5 5 5 4 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 | EFS Wertreister 1040 109 0 118 000 | | Francy Fir- 151.594 400 H.67 Book Keng Dellary - HKS - 110.185 400 231 Book | Force 94.93 10.54 |
| Preserts Acc | Deposit Persion | Sale of Mage Assertance List Derty Res. Athol St. Donglas, loid D624 624 141 Fig. | Merchanolectiand Angue, WCZN SAP 477,439 6876 Seriff or Paland 146.7 145.1 40.7 US to 10 Pender Bont 151.5 147.0 40.7 US to 10 pender Bont 151.5 147.0 40.5 House sense Bond 151.5 147.0 40.5 House sense Bond 151.6 147.1 157.2 40.6 House sense Pender 151.6 147.1 157.2 40.6 House sens | Har Gen 6 5- 35,072 4853,25 Bond and Sterling 5- 15,743 4858,78 Emer ped USS 5- 23,039 48612,33 Emer Dealing daily | 157.80 10.30 |
| Permakkog Ac. 179 4 169 3 -51 - 4074 111 Entermaker 117 4 169 3 -51 - 4074 111 Entermaker 117 4 169 3 -51 - 4074 111 Entermaker 117 5 - 4074 1 | #First Target Français. 121.4 117.21 40.31 1078.5 Teacher Français. 121.4 117.21 40.31 1078.5 Teacher Français. 115.2 102.4 40.6 184 107.0 184 107 | PO Box 119, 51 Peter Port, Gaernsor 0481 25/31 101 E Peter Manded Settl 50.825 0.919 PRI 3 Peter Manuel Getls 50.976 1.049 PRI Safety | 1 Woodbreige Road Golfdford GU) 4PY 0483 39922 Wests Balanced Gwis | - Helian - TOSTO CARTO 1027.2 7,711.07 95-1- | 1821 52.66 40.45 0.90 15 15 15 15 15 15 15 1 |
| He Final Regulate (65.7 91.5) 40.4 Herrical Regulation Final Regul | Teachers' Apparatice Company Ltd 12 Carlstown Rd. B'Rooth Bill 3.W 0202 291111 | Safety C1.123 1.208 R. | pon Manager 060 110.8 116.6 +0.1 - Fr crytiosary Fg (MID: 139.7 147.0 -0.7 - m.) | r Prolific Intl see Kafala Prolific Incline SIS Earth | Marizar 52.07 24.29 +0.27 0.00 to 5 feet 5 feet 52.06 12.7 0.00 to 5 feet 5 fee |
| Grand Paralling Facility Pacific Basin | Managed Full | in Maint Finches . 56 527 & 765 - | 75 | erica Fd | F000 +9 29 111 99 10 91 111 0 000 111 111 111 111 |
| Gold Alighs. 47 B Ruyal Liver Assurance 1846 115.8 122.9 40.51 Manual Liver Assurance 1864 115.8 122.9 40.51 Manual Liver Assurance 1864 1865 1866 186 | Templetan Life Asserance Unaited 20 Italia Street, Mainta (11.107 Obi 624.729) Geold George, 137.65 146.44 4.051 Geold Enterprise, 138.65 147.29 4.15 Geold Marages 137.27 146.73 40.05 Geold Flood Horsell, 138.60 12.96 4.0 | 74 Mark-Therest, L. FFF5, 767.10 +65.32 Feature Review 22 DMZ 157.00 +18.00 Feature Review 22 +18.00 Feature Re | arp (Albert E.J. & C.B.) Mewkell Street, Birnjaghen 83 JER 621 209 2244 DCRIL p-Certon Med 153 4 161 5 -0 5 - OCRIL n Man MM 756 3 746.1 +1.6 - OCRIL | Bond For 14 115 To 15 76 16 25 18 28 18 18 18 18 18 18 18 18 18 18 18 18 18 | ### State St |
| Ten Aliche. 56.4 Gibbal Equity, | Serling Hause [113.69 120.95] | Sinker Service Servi | (2014 Feature Michaelgers Lateracies Correlation (2014) 304 Meters, The Catochecty, Correlation (2017) 1007 Michael Michael (2017) 1007 Michael Michael (2017) 1007 Mi | UVA TORON 127 CE 1 AMERICAN | Parties Anternational Figure Pic |
| 518 Albert 75.2 Variet 165.1 66.5 56 Albert 103.7 107.3 107.3 107.5 108.2 109.4 109.5 | Tab Estimate (Time) | GT Managed Sollies 1182 0 193.0 42.0 - Soll Henterson Managed Subsc 1152.0 164.0 42.0 - Soll | otik. | NCS 157.55 4882.72 158.68 157.55 4882.72 158.68 157.61 158.68 157.61 158.68 157.61 158.68 157.61 158.68 157.61 158.68 158. | Life Internetional Fa Mages Ltd 1009 2000 1000 1000 1000 1000 1000 1000 |
| CM Alpha 71 but Emity 953 6.24 Standard Life Assertance Company Carpen Alpha 721 Standard Life Assertance Company Standard Life Asse | - Asternatis - Capital & lacrang | Providence Capitot Interestignal Ltd Pan PO Sex 121, St Peter Pt, Guerney 0481 726726 Second PCI Managed Pants C Sub Meshand 102 814 Second 102 | - Min-III | SF Side 57 46 (1975) 13 Americ Side Red, V. 145, 47 (1971) 13 13 Americ U.S.S. 23 99 33 99 (1981) 24 Employ Vers Physics 950, 22 48 25 17 Editor Man I. 3(1971) 17 877 28 489 428 27 Editor Man I. 3 18 18 18 18 18 18 18 18 18 18 18 18 18 | Grouph 51.159 - 9.711 14.003 1.254 - 0.007 - 1.254 - 0.007 - 1.254 - 0.007 - 1.254 - 0.007 - 1.254 - 0.007 - 1.254 - 0.005 - 1.254 - 0.005 - 0.007 |
| Continue | C. E. Fegular | 6 South Meries | ttersall Investment Mogt, Ltd 00000. | Man AS | E OF MAN (SIB RECOGNISED) |
| Index-Linker Fund | - Kisissa Penis - Uhr Asi=700: 646.80 718.30 - | SRO Am Straint . SC 064 2 220 Ton | MAY LEW & CO. COST OF THE CONTROL OF | CS | d Dumber Inti Franch Riger (1,600)F The Double Line Control of the Control of th |
| Sar Palemen 106 2 40.3 Casty Peer Fr 168.7 121.7 40.2 Previous Early 11408 1200 9 40.2 | Saries Narrow | Pestric Statehnia | 10 10 10 10 10 10 10 10 | ### #### #### ##### ###### ###### | Hele, Compies, Joseph S. (1994) (199 |
| Equity lett 413.3 435.1 -0.7 - Bertai Letter Brand 175.5 183.6 -0.1 - Piencles For Cast -1.80.70 185.00 -0.5 index Letter Cast Ord 165.0 173.7 -0.6 - Trices by dealings - Pertaignly dealings - P | For UK Life accurance see Century Life Pic | Sinc Makey life. SEC 928 0.998 - Sec. Sec. Sec. Sec. Sec. Sec. Sec. Sec. | Hadmal Ventur Fd | Ster Statist 30,1024 days 1.5 Fee | K Cap (20) 50, 51 (0257) (0.540) 1,000 5 21 Proper Fd (2) - 51 (01.15) 1,21, 1,255 4 (051) 62 Conversion Prices of Starres Phone; 0624 (4256) |

FT MANAGED FUNDS SERVICE

Current Unit Trust prices are available on FT Cityline. Calls charged at 36p/minute cheap rate and 48p/minute at all other times. To obtain a free Unit Trust Code Booklet ring (071) 925-2128.

| Ast March 1997 | | | | | | | | |
|--|--|--|--|--|--|--|---|--|
| BANE ASYN SI CESSES MINNS OF THE SECOND STATE | Eld Stier + ar Yield Price Price - Greek | Just Come. Mid. Offer * or Yold Charge Print: Print: Print: Bris | Init Care. Bid Offer + ar Violal Cares Price Price Price - 675 | Left Case. Bid Offer+ or Yield Clarge Price Price - Er's | Bid Offer + or Yield Price Price - Green | (Cal Office + or Yight Price Price - Games | Sid Offer + ar Yield Price Price - Creas | Tit Offer + or Yield Price Price - Grapa |
| 18 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | Asset Global Funds Ltd (1200) Victory No. Prospect Hiti, Couples, John 0624 620097 St. European Emily5 E4337 14.37 15.41 | wet two Experiences Facults Royales | Equality | | Espirito Santa Investment Magnet (SICAV) Allia Soulare Estada Rd 58 97 +9.15 Intern ECU Send - EAU 05 09 40 60 International | Acc Capital Sister | sect Massastoffent - Contd. Orb. Nig USS \$101.32 +0.01 - Orbit | is Lowestment Management Ltd Global Egy, 512 55 13 18 Governal Egy 518 94 17 80 - Lowester Egy 512 26 18 25 - |
| | ASSET SARGER, FINANCE LTM (1200) VICKSY NEX. Prospect Hith Douglas, Loist 00,24 620097 St Careeans Easily | Company Comp | Insert Millor Courts Cou | Franc Bonds SFr- 107.37 109.79 - | Eureum Management S.A. Ganas Bross FAHAV Hay 14. 1 Ess27.00 1 1 Global Global Banas Plus Turestissement (SIDAV) (a) Global MAV Hay 8 | Since Capital Si | 5F102 91 +0 02 - 0mm Phil03 4b +0 02 - 7P 10071 - 7 10071 - 0mb | Studenman Lay 1986 4 18-25 18-25 Studenman Lay 1986 4 18-25 Studenman Lay 1986 4 18-25 Wheeling Pricing May 21 Wheeling Pricing May 21 Wheeling Pricing May 21 Wheeling Pricing May 21 Pricing May 21 Pricing May 21 Pricing May 22 Pricing Ma |
| | | 5 Em Tech May 18 \$14-583 We distant May 18 \$14-583 Si Lett German May 18 \$14-585 14-593 Sect of May 18 \$39,414-534 595,414-534 5952 | March Marc | g Bornes (- 118.63 121.50) outs V- 10 %1 11.200 college Books brj - 110 47 112.96 lar Bornes 5- 110.87 113.36 | NAV May 8 [Ecs195 64 [+0.54] Caras Enrope Value Fund (a) NAV SIL14 Asian | Affine interstical Corner, Record. Affine interstical Corner, Rec | lagr-fact (r. 5126 48 Orbit (r. 5126 48 Orbit (r. 5126 74 Orbit (r. 5126 74 Orbit (r. 5126 74 Orbit (r. 5126 74 Orbit (r. 5126 77 ORI | Ites, Baharmas Ltd. Ites Bat Res Fd. (575 9755 S 1650) For Gerborn Force. 3th 6872 7 33579 Aphilloments. 134 6312 507231 |
| | | BC Trust Company (Jersey) Ltd 125 Bo BC Avere Trusted Company Front Ltd 2 | d 11 328 488 27 ED) 84 488 27 ED) 84 488 27 EA 629 BRILIS EMORE CO. 1 10 68 486 10 69 EMORE CO. 1 10 68 EMORE CO. | STREET Bond . S- 100.19 102.44 | EurOptec (a) Europea Protection Europea 12010 - Austi | CAN DESTRUCTION OF THE CAN DESTRUCT OF THE CAN | yEnriPis 5101.77 - URL 95 5127.75 - HAV 8 5500.04 - PFI | ENT Growth Fd |
| | UK : | 25 Acres Treated Company Foundary Colorady Color | 2000 1000 1 10 10 1 12 10 10 | Control 1 | Cour Sec Partfolio. S9 09 954 40.12 1.74 MAY A | Associates SA B7 GAM Rest | Smin Fet S131 61 PF Size S | Miles Growth Fd \$2 79 |
| Ed-on- a kindly Mangral Williams (S. | Equity & Law Lett Fond Miners Ltd Living Street Hist Description 0624 677977 Tour Income Fd 51 96.81 97.04 102131492010.2 | embil Ling Term" 1533 44 54 54 252 1 +0 2361 4 23 "Offer Price includes 34; % table! Charge Health Emiltifiek International Most Ltd Physics | ###################################### | Co | New Europe 1 10 11 12 13 13 14 14 15 15 15 15 15 15 | 100 | EST Book. SFY108.75 - Strain Foods. DN 104.104.90 - PFD Foods.ACC. DN 104.80 - PFD FOODS.ACC. S249.38 - PFC | mand Growth Fd S2.34 - |
| | PO Box 32, Douglas, fold 0624 627610 Fold Grit Process 54, 492 4, 493 4, 529 3(4) 3 (0 9) | quintings: International single to the first Anal Prime let for Co Ltd HAY May 14 CS13.06ad Americans Anal Prime let for Co Ltd HAY May 14 USQ18.86ad Americans AV Differed to reflect energies of all Wires C\$12.69ad Length | Funds 102.00 108.54 - 3.2 8.00 6645. 102.00 108.54 - 3.2 8.00 | ti | For East \$41.50 84.56 40.51 0.11 82.51 For Fast Last \$13.33 35.60 40.05 0.30 Julio Global Industrias \$16.07 16.51 40.03 C. Liquid | IS Batt Bank & Trust Co Ltd GAM VS. S Batt Bank & Trust Co Ltd GAM VIN. Ser | S222 97 PR ptment S481 32 PRS 397 60 -1.08 PRS there 5172 77 PRS | S International |
| 19.7 | PO See 52 Athol St. Douglas Jold 0624 661020 | USSLO 54cm USSLO 54cm UK Gr | 現 Gardh (2) | 26, St Heller, Jersey 0534 606000 arthur 1016 1078 488 1379 arthur 1016 1016 1016 1016 1016 1016 1016 101 | Global Selection | S BRICH MUITINGER TO BETTOP 1967 9681 1 — GAM Work TO SERVE STORM TO BE SERVE 1 444 GEAM Con | PRISE \$435.91 PRISE souths \$435.91 PRISE SOUTH \$435.91 PRISE SOUTH | Diefd Bergeron S8.66 |
| de Reas | Mercury Find Managers Telf Ltd 25 | Tembring Group Management Cressyl Ltd. Jenking Group Management Cressyl Ltd. Jenking Group Management Cressyl Ltd. Jenking Group May On 15.53 tz. — Gentle. | Only | 5 AND - 1 3. TODS 1/35 AND - | World | GAM Seed Care of Care | 3 Special 3 154 02 PRS 5 | Objecturity 59 %6 - Milanesty 810 96 - 510 96 - 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 |
| Mary Mary | | Green C | | an Does | | 125 A | 6 Sting C132 79 Montial C132 79 Montial C132 79 Pacific SFr1320 00 SFr1913 00 AAV | cific Growth Fund |
| Gliconer | Steam High Novel & CLERI 1 LOSA 9 1.1227 (Audolf 7 96 111 Unification Complination Found Life St 23 Rocks Ratel, Occopies, IsM 96,246 26-684 Scandinavia Fd 51 — 139 Abril 48.721-0,23 1.0 g | Seeing & Legionical Harger Valer Child | erre Acc (2) Y - 1020 1030 42 MARIO Gree Ov (2) Y - 1004 1014 42 UK SIA | 1.002 1.003 480 3 3 3 3 3 3 3 3 3 | President Pres | International Group | Series Series 10 - Pales 115 - Aug | Kistan Fund 7 I Suas t _ 1 |
| GUERNSEY ELEMEN | Scandinavia Fd 51 — 139 Abril 48.721-0.23 1.0 5 | Single S | Reserve Davido DAM-10 1979 10.2445 10.0021 7.4 Serve Act (25 -125 (45 126 126 127 9.7 Serve Table (25 -102 54 103 58 (+0.00 1 9.7 Morga | For Mild see (NVESCO MIM an Grenfell Townstream France Link | | | Severament Plas Fund Pet Us4-Bacte Sec (UD tec Dist NAV May 8 US\$7.60 C\$9.13 | ones Fund Selection Limited recold Futures 50 50 1 1 - son Heldring & Pierson |
| to h _{is} ≥ _n | ISLE OF MAN (REGULATEDX**) | String S | District | Story Circus, EC2M 2017 071-526-0626 Ma | FF Series 8 | Hada Indi Imeniat Magnat Liza rind (2) | Management Limited *Tst | From Heldering & Plerson of Part Holgs BY Stock Street Fac Con Fig N Stock St Fac Con Fig N St Fac Co |
| And the second s | Bid Offer + ar Yield iii Price Price - Gress us ATC Sheed Management (EC) 64 | K Magatily & Egyptiles | Numer Nume | era Giotzal Fuend (u) a latil Momera Hoe, 1 St Marthy's le-Grand Colla Momera Hoe, 1 St Marthy's le-Grand | International Boyd Trust Bernari (CCCA NAV | ea Spei Sens ISB 94 9 131 Marrill Line de Tair I Bend Press ISS 27 27 37.65 (48.53) - Sheerase (J. S. Collect Line ISS 27 27 37.65 (48.53) - Sheerase (J. S. Collect Line ISS 27 27 37.65 (48.53) - Sheeta Value V | the last & Copyre Mark DDF Copyre Mark D | n Selection In Selection Un Cas Fd MV Sub Cas Fd MV DMS 142 DMS Dress MV Fd Sport MV Fd Sport MV Sport DMS Dress MV Sport DMS D |
| date on book | ATC Fixed Massagement (SG) Lfs | nglande Hegathyr Ed. Allpha van Ebr Hegathyr | 250 co | ich Union Inti Portfolio (u) | International Speciality Fund (p) into the international Limits (p) into the into the international Limited into the into the into the international Limited into the international Limite | CUI Can Coll 109 11.22 40 10 Utility Val CUI lac Emilo 46 10.56 40 09 Grapp Qu terling) Cap Lil 23 Lil 36 40 09 Herriti Lya | e Trest. \$1375 05 - +4 54 6 37 Emi e Trest 3 \$1250 65 - +4 85 6 38 EMS ge International Tet | Officer Fd. 104 80 - thquese Investment Fund Ltd Mgr 24 - 78 57 34 - |
| on the first to | "Coalings Windseastly City Fiscascial Advalos (Ind) Ltd Inclusificate Names | ein Gerrett Management (Jersey) Ltd. Strille inch Service Management (Jersey) Ltd. Strille inch Service Management (Jersey) Ltd. Strille inch Service Management (Jersey) Description (Jersey) Description (Jersey) Strille inch Management (Jersey) Description (Jersey) Desc | ## 1980 | sterard Royal, 1-2093 Ltm | INVESCO MIN International Limits Ind State Ind S | Tar Cao. 19 87 10 97 +0.12 Segress (Starter, \$10.26 10.38 +0.11 China UCT de lati Equity Pages | | T-da-makimani Belulaani (64 |
| State of Four Berlines | Sections from 4 Wester L. (50.83 0.99) -0.01 (0.00 p. Sections from 100 to 100 +1.00 2.67 p. Duncau Litwrie Inv. Mad. 1.12 to 1.55 p. Sections from 138.0 1.65 p. 1.29 to 1.55 p. 1.54 1.54 1.59 p. 1.55 p. 1. | regen Fri MAV Apr 30 SLID 23 Alpha 1 eragen Referention 59,99 Reserve majorise los Co Apr 30 103,92 Storfin ES S B. | Vertantide SFrb2.72 H_bit.66 Mil. Am Funds Elegado Elegado Elegado Street \$14.822 488 2.5 \$6 part \$12.056 488 2.2 \$10 part \$12.056 \$10 part \$10 part | Book 5- 237 | Investissements Allantiques SECAV NAV May 11 | Horal Cherlegi (10.11 10.33 First German krigant (ECU) Ecult.09 10.30 Harrison American | lon Serta (SACE 99) 623 19 6 95 Employ to the Serta Ser | 9 Hin Sci. 527 70 000 - 9 Hin Sci. 527 77 0000 - 9 bind Sci. 522 74 00 01 - 9 bind Sci. 522 74 00 01 - 9 bind Sci. 522 74 00 01 - 9 bind Sci. 54 05 00 07 - 10 file Find. 514 05 00 07 - 10 file Find. 515 06 00 07 - |
| Margon larvage la se Margon la | Foulty & Law International Fund Mos (1st 1) | | propt General DM 12.401 MUSDI 7.2 US DOI ple Asset Advisors (Lex.) SA (r.) PRICI Aldrinano, 1-1118 Lexembourg 071-357 6400 Q. Ange | DA Werldwide Investors Portfello | HAV Sign 85 January Laurvest Intil Fes-Glubal Priolin FCP (a) Error NAV May 6 Sign 8 10 46 Bord | 810 53 10.75 Haussing (Rin S12.57 12.62 - NAY Apr 3 | on Hides NY Caracao | ford Investment Magnet SA Switz ong Anti in Tsi ASO 25 46 75 - ong antine Tsi Sreu3 102.00 - |
| Mary Mary Mary Control of the Contro | De Germanden 1.5 | ## If yearh thail faith; create where baltentaid. ### If yearh thail faith; create where baltentaid. ### If yearh thail faith; create where baltentaid. ### If yearh thail faith; create where the property of | | me J.P. Perzitine, L-2324 Limenthoury - Growth Series, J.S | Linguis Basels Lexicombourg (a) Linguis Internalism Linguisty The I Pound Starting Co | Frank May 15 549 40 Bank von E Brazilian Inv Fund Crossor G Crossor G | net & Cle AG | anima Creen |
| Memory Barrey | UK GRE 6 Ford Ist | terina Praemiculus Gravita Praets Dictal Deposit | orske Bask Andrigen 2440 – Lux 015 352 468191 Gb 9 38 Bardic Bood HKs- 11,609 13 403 — Sague Lardic Equities HjG- 10,300 24 1886 — Boods What i | t Pants Charchyard, London, ECA 071-489 8825 | Ligging States Light Lig | 1259) Fd 173,440 3,540 - 1 - The Indi | a Magnum Fend NV | Titles Famil 11,7 703 18 149 4105 Titles Famil 1146 71 125 22 40 29 146 1911 Fd 1149 27 125 29 40 28 14 Famil 11102 44 104 561 -0 27 |
| Antonia April | Hampet Circuit | oner Muriets 53 253 3 4984 -0.010 - 651 80 1269 +0 007 2 30 Disa 3 4984 -0.010 - 68 Big | | Eco-13-101 140 184 | 11.933 | pe Singapore Asset Mingmat LTB NAV May 8 or & Maly 1g 516.65 17.24 h0.85 indosvez erfleid Management Co Ltd Tasman Fd | Asia Invest Services Ltd Res | For Quiter let! Mingt see Guermey Ulegalated! At Estate Strategies Ltd Sinterfusional ICS- 1174 71al I - |
| Service Agency Assessment | Projected Yield John Govett Management (InM) Ltd. Ja Diricand on No No. 15 - 6: | M & Prec artis | | Es-140 (8) 144 (25) | Mediterranean Fund (SICAV) (a) Botte MAV May 19 | sesh Fu | TR. 537 245 39 21 +0.055 0.14 Res | jest Fund Management 1.td reliefAsetiSe 1. SS-70 1 .1 - |
| | Juliat Govett Management (Talk) Lini Diriamid for Biyl Big 15. S14,00 G. Paragen File for Biyl 1. S2.77 G. Paragen Sig Red Biyl 1. S2.77 G. Paragen Sig Red Biyl 1. S2.77 G. Paragen Sig Red Biyl 1. S2.78 G. Paragen Sig Red Biyl 1. S2.78 G. Paragen Sig Red Biyl 1. S2.78 G. Paragen Sig Red Biyl Inj. S2.78 G. Paragen Sig Red Biyl Inj. S2. S2.78 G. Bir the Talk Sig | The Course Agents Office of May 3" | | PROS IPRO OF TABLET OF ONE WAR. | Harrill Lyach Multisediesed Investment Better Particiles Global Correct Bend Stries CAS Autoritation Participite Class A | ecurities Investment Fund Missing: Ltd Massaget on Debt May 15 HUF9, 92? Spore & N | Fd \$33 025 32,665 -0.39 - Roll R May 18 | thechild Asset Nanagement (CE) Arms Dehember \$2.257 2.594 - 70 Pat Geoteti \$141.83 |
| A daren Berner lett Fd March | Seest, Maryl Phrey May 15 | anagement International (Jersey) Ltd 5 &e. school City Edge (zi | SIZE | Control Cont | Class 8 | International Alam International Alam International Intern | te Fd | thachlid & Cie Banque lacer France FFr13 602 b1 - USA FFr12 74 76 - Online: Ber (FO) FFr12 31 - |
| British trans Files | IRI Global Funds Limited set Sup Sent. | linerals, Difs Res. Stars. Fd. Inc. Pacific orts May 14 | Egety 6-0.500 0.552 488-0.75 US.500 Basin Spatty 6-1.246 1.324 -1.03.2.5 Global in Egety 6-1.115 1.185 4801.2.5 Global Gr. 1.004 1.067 4.067.2.5 Great | FOS May 18 5- 7.33 7.91 -0.00 - 6 800 May 18 5- 7.54 7.91 -0.00 - 6 800 May 18 Eco- 4.85 5.10 -0.00 May 18 Eco- 4.85 6.00 May 18 | Class R Dalling +0 03 - Top 20 | Pacific Gol Agents Management Pacific Gol Agents Management Management Management Management Management Management Management Code Code Code Code Code Code Code Code | W May 14 S13 00 - Roy AV May 13. S11 35 - Roy W May 13 S22 51 +0.13 - Ray Web S10 95 +0.13 - Sak | rel Trest North American Bond Fd |
| are the Markers II th | Massaci Correscy 525.01 25.27 N | AC ASSTURBIO, SCIENT LE MAIN PIE | ar Boad | Life Global Management Ltd (n) 178 Dooglas, ide of Man 0624622444 Portfulin Bord | Dass A | ilet Feet | ket Fund | re Futures Fund refled A Sts. 517 65 rec C Shares. 555 93 |
| | Sterling Correcty | K Egenby Fe (r) | | Masters 5- 23710 23425 MB4 Recovery 5- 1424 2,0636 MB9 6- 0 9517 1,0017 MB0 9.00 an Growth 5- 21573 2,3093 MB4 12573 2,3093 MB4 1 | Class A | rre Gordon & Co Limited - UK Representative The Jam ofty Fred 2203 68 — NAV May 7 | car Fund N.V. Glot 3 | ud Strategy D Sts. S910.24 |
| | Target International (Iste of Man) Ltd 55 100 10 | Sob. day every Thurs. "Seb. day monthly 5th and 20th Europe SWart Tourist Common Europe | | 5th Y- 175.0 188.1 +2.3 - | Class B. | res Gwib Ts; NAV May 18 21,353 42 US\$27.14 RAV May 1 1990 Trust NAV May 18 Wor 2,740 66 US\$3 48 Jardine Asia Index Ts; NAV May 18 Wor 6081.91 US\$7.73 Teating to 5 Teating to | 100 Mary 1 C1.5097 - 1550 | abit GAM Fd Bit GAM Comp Fd Inc. SI 13 01 40 62 Bit GAM Comp Fd Inc. SI 13 01 40 62 Bit GAM Europe SF 7105 75 42 36 Fills GAM Europe SF 7105 75 -1.07 Bit GAM Europe SF 7105 75 -0.07 Bit GAM Europe SF 7105 75 Bit GAM Europe SF 7 |
| | · 6 | | Surroug sportman. UK Gro Smit-Wright National Enty Fd (n) (x) Tempi Akiringer, L-1118 Luxenborn G10 352 47992584 | deton Global Strategy SICAV mard Royal, 1-7953 Exceptions | US Federal Sutmittle: Particile Comme | angiri Investments Lita (Hang Kong) — Jawintin Me Work Govid. — SI7 IZ 1834 — — — — — — Fe With Me Interstation. 152,60 — 2,73 — — — Fe Wilseler | MAY May 15 | Iroder Lovestment Management Limited US Equity May 14 \$9.74 |
| | JERSEY (528 RECOGNISES) | inter Reption 10.13 10.52 -8 - Anticolor | | st | Custs in June Markinsking Linesthaut Lesson Pertialies Equity/Curvertible Series Count Social County Pertialis Series County County County Lines Cou | 트레O(CO) 11-12 - Francis | Note that St. 07 - Sch Fleming Unit Trusts Ltd (red | proder Japanese Warrant Fund Pato NAV Nay 18 . 1 S1.53 . 1 - |
| | AIR Front Measurert (CI) 144 Pr | ertingste Unit Tst. Magr. (Jessey) Ltd French cific Fund May 141337.50 39 881 Cerman protein UT Magrs (Jessey) Ltd bulles | Nat Enalty FF:- 94.78 95.74 10.4 | 20 12 90 16 02 - 16 000 - 16 0 | Class A | | TSL 54.89 5.19 -0.01 - Ball | treders Asia Limited a fund |
| 1 | | erpetural UT Magra (Jersey) Ltd huites facore lett Geath FE SS.1278 40679 | | mart Global Bd DM— 10.29 | Size 40 06 Adam Size 40 06 Adam Size 40 06 Adam Size 40 06 Adam Size 40 05 Adam Adam Size 40 05 Adam Size 40 05 Adam Size 40 05 | 7.74 TO THE PARTY OF THE PARTY | Wats 19 56,34 | Party & Bond Fill Act 55.48 5.77 Pay Fand 56.56 6.91 - Paytern Fd 55.38 5.67 Eastern Garlb Ed \$4.36 4.60 |
| Marin Laborates | | Nhose till Growth Fd. 152.2902 2.4338 Kaesali | ty Francis (a) Is Rise, Place de L'Eroite, L-1021 Lux BP 2174 | SF- 12.01 - 0.05 - 12.01 - 12.05 - 12. | Cass A | Growth S14.88 15.64 JF Japan T Japan S JP Japan T JP Japan T JP Japan S JP | TC Tet | Rastern Wirt Fd 50 12 6.44 Fund 52 47 2.61 Koog Fd Nik 528.66 30.39 |
| den er en in Megel Coppe ift. | Sterling Carriery Fd 5 | ha Barland Cord imited | Service Bernard | to Hee, St. Peter Port, Goernstey 0481.726268 | Dass B 511.99 -0.14 - Pakis | | 752 99.58 10.14 Non | rustional Trust. So 34 6 68 - |
| | Barciays International Funds PO Bex 152, St Reiter, Jersey Cl. (534 67888 Fo | r Productial Food Mogra per Jersey CSB Recognised Japan | 5- 1.350 440 - TE West 1962 - TE Wes | | | riceod Lid | 1980 19. 30 77 9.31 9.85 Sch 1980 19. 30 77 9.31 9.85 Sch 1980 19. 30 9.31 9.31 9.31 9.32 9.32 9.32 9.32 9.32 9.32 9.32 9.32 | meders Australia Ltd oder Ana Sh Albo.19 649al - |
| Frank Land Variable and | Sectorian 60 (ac.) - 54, (0.1.47) 0.406 0.404 458 3.5 6164a1 (acomo (ba.) - 54, (0.1.47) 0.430 0.534 4161 3.8 6164a1 (acomo (ba.) - 54, (0.1.47) 0.430 0.534 4161 2.5 54, (0.1.47) 0.430 0.434 4161 2.5 54, (0.1.47) 0.430 0.434 4161 2.5 54, (0.1.47) 0.430 0.434 0.430 0.434 0.4 | Hyal Trust Turti Fd Magt Ltd refug Fad lat tyl:96.6 97.6 90.20 7.89 ASEAN realistal Board tyl: _\$10.084 1.096 +9.009 5.20 Aseara †Prices on May 13. Next deallog May 20 Fgana | k | e Caip | Greger Morgan Stanley Sicav Global Equity May 18 \$1115-5044 Creger Creger | Lereraged Emili 200 JF Pacificia LUS Options S122.49 JF Pacificia | Tatan00-11 58.36 8.86 -0.02 - Scie | mittar Berstunda Funds siter Futants Fd 51.481 1.936 - ration of Fd 53.67 - ration Corners Fd. 157.99 - |
| Company of Marin Equally to | Starting Boost | For Same & Promper international see Finning Group Hong K Sharker Mingst Services (Jersey) List Barker Raily | 900 1/07 (823825) 13 net 5 2020 (8327) 13 net P2 133 (1385) 14 10 10 10 10 10 10 10 10 10 10 10 10 10 | Gorde L-1637 memberry 010 352 404681 | European Lary May 18 S1063 3426 Invest | Deutsche Ges. F. Wertpagiers0 | 7 1971 1971 1971 1971 1971 1971 1971 19 | idder, Stevens & Clark Inc settes lic May 15 S13.13 |
| | PO Box 383, St. Holler, Jersey Cl jot. Box (Daily) | herder Bong Fuels Life SA 7544 SA 1090 SA 109 | refr Cos Y- 1,095 +1 - 1987 P. 2 - 11,86 +0.02 - Europe 5 12,37 +0.02 0.5 Europe 5 12,37 +0.02 0.5 Europe | ertorio | OND CHARLE AND TOTAL OF THE PARTY OF THE PAR | Aprila DBC34.72 35 76 -0.02 - JF Apriles an Investment Trust Co Ltd - JF Cooling and May May 19 540.03 - JF Global | Spec Fd \$15.67 16.58 +0.13 7.9 Her | ta NAV Alay 15 511 84 1 ta ta 6 App May 1 521 15 1 Apr NAV May 1 515 75 |
| a the second of Marying) | C | de franc. SF/14.543 | Tallows | as Portfolio | Reservan Port May 13. 331.95 33.48 Soul T Brogson Port May 13. 9.61 10.09 Basel Replaced Port May 13. 512.14 12.75 Defined Pacific Port May 13. 512.14 12.75 Defined | het 440 Mb 18. \$28.13 - JF Europe | n Tax(2) \$11.79 12.48 40.21 = ter rts To: \$2.57 9.07 40.99 = S=8 | Entrage (GA) May 15 S10 31 |
| | Capital leading designations of south Lane 200. | See France Sec France See | 5- 1014 48 635 territor 5- 5-631 48 612 territor 6- 0261 48 912 4835 | local Pfello 5- 130 138 local Pfello 5- 240 253 Perticipa 5- 094 199 | NM Accorde & Switz Fd 140.21 - Delva 140.21 - Delva 140.21 - Delva | sting 187 leg 31. 19-20 | 7 Sd | gespar Securities (Bernsuda) Ltd. Wallu UV Aryo. \$17,261.58 — |
| A mprimar has | Egety 5-5 11-76 1-84 1-902 488 - 56 1-86 1-96 | prompt Yes Y7521 6654 +0.8665 3.96 Yes trails S As40 1467 +0.0062 5.45 (S31.0655 +0.0062 6.41 Flerri | Prices as at May 18 1994 Y | old Pfolio | Euro Index F4 94AV Ecul 1,12 - Bealw | Na Equity NAV S10.14 - 15 Yah Tag a Jaganese Equity Warrant Fond 15 Manag y Writ May 12 15276.45 331.131 - 15 Money | 11-110-1-120- | iozami Investruent Mingrat (Bermuda) Ltd io Opps MAY An 30. 1 SB.894 - ion Senziller Companies Fond Ltd |
| The same and the state of the same | | S Managed | Des Sellias 125.29 Woulde Littlemoury 010 352 405040 or 971-382 8015 Reaction Part Mally deallest | Leon Tipes, 1-2636 las: 010 352 421211 | Fortfolio 6 Sha | cher Investment-Trest In along in the state of the state | Mit DM DMI DMI 00 - 9.45 Gm Wit L EL 00 - 9.99 MAN | Et Lymmals Internettional Asset Mayort (HUC) Ltd / May 1-4 |
| and the second s | US Dollar Bond 5½ 62 043 2.043 2.1656 Ca | mily Class Pands 1833 1825 1804 - FFF Car | hostal Europe \$ 15.14 15.94 9.05 - Europe stern Opps \$ 13.88 14.62 baller 5 | 904 15040 F4 5- 24.95 25.52 40.02 - 1 90 0705 F6 5- 15.66 16.66 40.08 - 1 1000 F6 5- 11.75 12.37 40.02 4.04 | MAY | Overseas Fund Ltd. | 16 8E 8ET NO 671 | ger & Friedlander Lan, Agents 6 Ta May Ag 30 511.57m 1.0 clete Generale Group |
| The second secon | Correction 0 29 07 27 03 29 05 40 04 14.2 E. Sterling 0 20 15 20 14 20 15 15 15 15 15 15 15 15 15 15 15 15 15 | 10136 12.08 +0.19 - FFF GI | New Comman E 12.54 13.20 40.07 - 510001 | Mart Car Fd \$- 09.68 10.20 40.01 5.88 tong Fd \$- 16.15 17.27 | Perticis B: NAY S23.1B +0.231 - B | or Elder, Cakzerlandi see Pyrford lov Mogt. Kestrel | CHAPTE COSA 1 BTO | # Category A |
| The state of the | Managed Lamany . 51 51 236 2 356 2 467 4461 - 1 | per ide Malaytim 58.54 9.52 +0.03 - FFF Ja of Kingdom 50.51 11.18 +0.10 - FFF Pa oriende 514.73 15.67 +0.14 - FFF Pa | Mander 3. 17-25 18-75 18-50 Jacobs (| 0005 F4 | RCF USD | 25 Strater 30. S277.06 +2.52 — Sterling 53 mer bliss Apr 30 \$9.91. — US Coller 9 105 left bliss Apr 30. S22.84 +0.16 — Kesrell 11 A | 26 Apr 30 \$26 61 174 5 30 \$10.00 500 | ciete Generale Marchant Bank pic Scori Nacie 640 Maini 200 MC/10 - Sitic Asset Management Inc |
| | Garbnore Food Managers International Ltd. W Po Box 278, 45 La Mette St., Jensy 0534 27535 W Coattal Strategy Food (M. to) | TIN 5740 - Garden | nore Tedermo Frank Yes Gir | re & Minda Fd. 5 11.88 12.78 4004 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | Pacific Basin Growth Fund Ermi | ley 12 | | us SAM inc S101. Z1 I Diversified inc 118 74 I Strategy arc 99.96 I Opportusity inc 99.96 |
| SACTAND ALTERNA | American Fo | | Scheffer I - 220 Lax 010 352 4767 492 You Git Particulars 15 - 2.57 40.91 - Mercura Kingdom 5 - 1.51 - Global Kingdom 6 - | v Officiant Site Tst-6/ICAV | Resemberg Global Mogt Co SA (a) Ernita | up Burrage Ft. 512.27 7.71 Your Public Ft. 540.67 7.71 Your Public Ft. 511.25 Laestderf etc fts Gt. 511.25 Executerf 540.10 Executerf | nant Tak | sasco Fund Managers Limited |
| to the second | Del | S Dollar | | ea Fast 5-1133 1.206 48810.19 Fund 6-0.767 0.819 48810.00 Fland Fund 6-1.228 1.303 48810.00 Fund 1.227 1.333 48810.00 | Resentery Alpha Fined Global Pertfolio A : NAY \$9.47 +0.11 - Emilio Pertfolio B : NAY \$10.30 +0.14 - Emilio Emilio B : NAY \$10.30 +0.14 - Emilio | Control Color Co | \$7.48 = | pel Fund NAV HTS1543,210R USS61 78 (May 19) Wan Tracker Fund Limited |
| en a men generaling | Auguralization Fd | crimgeour Kemp-See Moomt, Jersey 2006 65 Ceptal Foot | 7- 226 +7 - Pacific re/Malaysia SS- 5.58 +6.50 - Utal Kis 3- 2.63 +6.00 - Rusure | Fand | Resemberg Management SA (III) Ensemberg Alpha Pool Vield Eroili Portfolio A. NAV | Op 5 Maps (1072 10.18 1 man Fe Cope per FS Persons \$10.54 Lloyd Gr | ood Lus RAV. (\$5.70 | S HAV \$10 259 |
| | Eastern European Did- 3,738 46 - 35 - 35 - 35 - 35 - 35 - 35 - 35 - 3 | SB Trust Foreits (CD) Astero | | | Rosesberg US Japan Magnit Co SA (a) Emita Emilia Emilia Front US Japan | pp Intl Boar Fd. 318.33 Lloyds B 17975 Pd. 33.78 Lloyds B 17975 Pd. 33.78 Lloyds Fd. 33.78 Lloyds Fd. 31.87 | | maleton Galbraith & Hansberger Ltd |
| | 055 Deposit Fd 5- 1.007 1.002 15 | SB GIR F6 (Fg) Lml. 100.39 103.751 +0.181 9.64 Dollar Surfin arget Internat. Wasagament (Jersey) Ltd French bry Growth Fund | Sect | Equity | eer rectu ea Eralu | Her IIK Equities £11.03 LPS int'l D | d \$10.39 1.55 The | Thei-Euro Fond Ltd |
| | D&F Deposit Fd D&F 5.093 482 8.57 Te Yan Deposit Fd Y- 504.1 40.1 3.71 Te Aust Okr Deposit Fd A5- 1.013 | nget Cathor Unit 18 | as Bons Ecs- 1111 Japan Bond Sec 2.26 doc 2 Malays | Econology | Skandifond Enro Standowista Enstitla Banten | | | de Bask Fund House Gloomery) LM |
| | John Gerett (Channel Islands) Ltd (1960)F T PO Box 443, St. Reller, Jersey (634 7514) G Gatal State In Ltd (Fjuly Grant Final Ltd (1971) 1 0 | yadali International (Jersey) Ltd Dotar 19.8 129.9 19.53 Sterior Cosm Starret 19.8 129.9 9.53 Sterior Cosm Starret 115 122 122 122 122 123 | Reserve 5- 2.08 South Fract Beave FF- 10.99 Surflet Surfle | Pacific Enty 5- 7.32 7.71+002 aby 5- 12-68 13.35-017 g Bond 1- 4.63e 4.88-001 | Far Ead | | [] | e Thailand Fund V May 15 Bans 910,640 69 UDR orlor USS35,740 27 |
| | Global Bond 5 to \$10.27 10.27 10.32 40.07 7.0 Mills Tourish to \$59.05 9.05 9.05 9.05 4.5 Mills Tourish T | American Committee 12.03 2.06 2.067 Years terrational 2.067 Waster Management Jersty Ltd 39.856 2.067 39.856 2.067 39.856 | perse Luxembourg SA (a) Sterile scheffer, L-2520 Lox 010 352 4767470 US Det Warrant. 1 5- 0.76 0.7914079 - | in Bord 5- 9.64 10.15-088 - 12.77 13-65-007 - 12.77 13-65-007 - 12.77 13-65-007 - 12.78 Eperse 5- 9.31 9.80-001 - 12.78 Eperse 5- 9.31 9.80 - 12.78 Eperse 5- | Equity Nordic | on Femi International Inc Feliavar 30 \$144 7288 Malaysia Ity International Ltd | Capital Fund Ltd | : Thailand Grewth Fund NAV US\$15 91 May 15 : Thailand Inti Fund Ltd |
| Market 1 | Starfley Cash | i Kland & int | | XEMBOURG (RESULATEDY**) | Equity North America \$1.76 1.96 | Constitution NV. 57.78 -0.02 Mail Nysta Control in No. 12 S11.43 -0.02 NAV May 1 lify Investment (CD Ltd. Mail Nysta | Growth Fund IN 1917.79 Fide State F | ith Interestional Ltd S18.25 - - |
| and the second | UK High Income | | | Bid Offer + or Yield Price Price - Great | Bond Dollar Acr. \$1.24 1.26 - Am Vision Bond Souther Acr. \$1.24 1.25 - Am Vision Bond Souther Acr. \$1.49 1.07 40.02 - Amstra Bond Bond Scale - Am Vision Bond Bond Bond Bond Bond Bond Bond Bo | 20 Agets | n Smaller Co's Fd (Cayman) Ltd | Apr30 \$9.01 - |
| | Hill Samuel Fund Mgts (Jsy) Ltd (1000)F | 150.04 53.60 -0.34 Pacific Active Fig. 150.04 53.60 -0.34 Pacific Active Fig. 150.04 52.78 +0.01 Elegan | er Pertivile 5-10.15 10.75 42.11 - entrois 7 fbs. 5-25.40 24.97 - entrois 7 fbs. 5-25.40 24.97 - entrois 7 fbs. 5-559 5.42.40 - Aillar as Pertivile 5-57 7.15.40 - Aillar titile 5-67.5 7.715.40 - Biotal titile 5-67.5 7.76.40 - Biotal titile 5-7.35 7.78.40 - Biotal title 5-67.5 7.78.40 - B | mee Capital Gent Trants CI A. \$10.76 11.49 +0.05 - Carts Trants CI B. \$10.70 - +0.05 - | Global Marusged SFr2.52 (2) - Fr/251 U.V. SFr2.52 (2) - Fr/251 | metales discourse rusque Mint Unit | ernational Futures TED-Ord . \$42.77 Ling TED-Inc \$13.83 Put | Frei Cresseder 4 |
| | PO Bur 63, Board Street, St. Heller, Jersey 8234 6048314 SULF Flord Inc 37 82 72 14 12 feet 1 2424 6888 5 5 1 Britton Hilly Neet 37 51 44 12 feet 1 2424 6888 5 6 1 Global Ently Find. 55 51 44 1 44 5 1 24 64 44 8 0.00 0 European Ently Find. 55 51 44 1 44 5 1 24 64 44 8 0.00 0 European Ently 57 6888 1 4 6 5 1 24 6 2 2 2 2 2 2 1 0 0 0 | Fortidinates (Managers) Jersey Ltd UR For Interest in Fort 1 1998 of 266 71 27 31 Global and Catal Catal Exp 5" 1998 5 978 0 22 7 Fortidinates (Catal Exp 5" 1998 5 1998 6 | ri Portfolio £- 9.45 9.93 +9.62 = Global midity Pfolio £- 1.0748 L 1.305 4 1201 - Health | Earth Trends (1) B. \$10.70 - 40.05 - | North America: SF(2.88 (2) - RAV N North European SF(2.58 (2) - North European SF(2.58 (2) - F(| Arrens Chile Francicus lay 12 | P-0s: 1994 - \$15-10 70% | r Fand |
| | Sup Fixed by | UXEMBOURG (SIB RECOGNISED) | Samuel Liv Sarvices Intl SA (a) incl. To passe 63/65, 3001 Berse, Switzerland 224051 Americ pool Global Pertfolio Worldon | 1025 - 40 | Target International Ltd will international Ltd will international Ltd will - Famt | WHEN TO MAKE OF THE WASTE UND AND THE FORM | MOUTHUL \$10543.36 | TIC IN SA DM (4), DM 25-35 0 17 - |
| | 15 Onlin Warred _ 36 553 79 13.77 at 14.37 MI 04 D 60 | | | b Spilir Cot | Great Partition Fran | kfurt Trust Investment Graph MINTS Revision 1986 Paril MINTS Revision 1986 Paril Mints Revision 1986 Paril Market Debt Revision 1986 Paril Market Care Revision 1986 Paril Market Revision 1986 Paril | ELLE ASIZE - The | |
| | Behapstätung Common Final States Minarat — 35, 123, 25, 26, 20, 20, 40, 22 US botter Managed — 35, 123, 25, 25, 25, 25, 25, 25, 25, 25, 25, 25 | Picific Parish Turnel Transfer (v) | SELECTOR - 1 1 2 20 2 1 1 1 PORTOR | Has Sissu | Class B-25 S12.43 = MAV A | World Ford Services Care World Ford Services Care Services Care Services Care Services Care Francis Prestige Fund Assert Care | Majora M | Tiper Selection Form 57 42 -1.34 -9 004 -1.34 |
| GELIND WATER | Deutschmark 04 0 MAUS 64.35 64.55 61.01 8.47 19.50 19. | K Gth Fed | | tan One May 12. \$465.83 - | Class A 5 511.05 BAV 6 Class B 5 510.34 Equin | res Fund Mount 1td - Mayeric | 10% tat. \$105.76 Ean 510% tat. \$10.72 Ean 510% tat. \$10.72 Ean 510% tat. \$10.72 Ean 510% tat. \$10.72 Tel. \$10.8.73 Tel. \$10.8.73 | ky Crowth |
| earth. | PA Rev 271 St Holler, Jersey 0534 73114 | remriess (6th For | Equity 5- 9.46 -0.07 - Banual Book 5- 11.15 FLTs: | pa Ferrier Lattia (Lax) SA Selucriang SFr108.02 | MAV | S0.42 0.43 For N | eridian Foods see MFS Moridian Foods Tra | AA Famil (*) |
| By to The State of St | Ligges Bank (CD U/T Mgrs. | htrest Fami Mages Loxemburg SA (4) Giotal 3 rot Goethe L-1637 Loxemburg 010 352 4046461 Global Novemburg Alba Fami | Savaina & Calanizi Part Ed Signaful Produc | are Parikas Luxembourg prope & lutone \$10 89 s Sole! \$24.85e | Unibank SA, Frontromer I (a) MAY 1 Eastles 92 Eastle 24 GT E Siobal Bonds DKr121.25 GT Ea | hile Growth Fund Lini lay 12 | Portfolio \$1000 Tut Portfolio \$1000 Tut di Sheri-Tupe Washi Lecenze Partfolio NAV | dor BVI Fatures Ltd / May 15 |
| | Choyde FE, Gift | that States Portfolio. 5-3.027 3.288 4.00 - Expending States Portfolio. 6-1.247 1.355 4.401 0.05 App Sm detail Regions Portfolio. DM-4.222 4.597 4.001 2.05 App Sm description. | GE FOR PORT S- 14.83 - 1221 - CB F | and International (u) str | Giobal Bords | | yuch Guernsey Whay 14 140 02 Tue | ior G-5 L1d May 13 |
| in had | FOR MIM see INVESCO MIM | ecific Pertfello 5- 3.20 3.523(세요) 나이 없었음 | r B Espeity 5- 9.22 HOLD - USS 11 | -Care Nyers Intel Fd Sizav (u) | Unico Firancial Service: SA Lux GT And GT AN | 50.37 e | O(MAV 5 | idali International (Bermuda) Ltd Seed Sty 14-1) 510 46 11 00 +0 02 - |
| | Previous Fund Maxingers (Jersey) Ltd O | eries Portfelio 5- 1.042 1.043 4588.43 Aug S | SCO MIN International Limited (a) US\$ 11 | orp Investment Mant (Lexembourg) SA | Union bures. Fund | ny Japan 64 1 22 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 | hi Florance International Ltd Cap Par Plas S115.85 +0.01 - Mor | sbores (2-1) \$12.31 12.93 +0.08 5.26 er (2) (2-1) |
| | Increte (A.C. 8) 5 176.5 176.54 125.51-0.116.74 | etus finti Umbreila Fund (u) 7 Bird Royal, 70 Bez 275, L-2012 Lm (10 352 208a) Characteristical Umbreila Part | 9.82 10.94 8.37 Credit sals score 5- 1.00 1.04 8.75 Ears 5- 15.77 16.60 013 - Ears 5 | t Commercial de France mir Cos Class A. Ecol 3.42 - | win Global lad Bond. Ecul 15.50 61 Bo win Global but Enerty - EcoPp 42 61 Bo win Global but Beaver - 57/21.742 61 Bo Warld Bond Faind-SECAV (a) | rechland Fd (2) \$12.38 +0.35 -40.10 -34 Mormonic Fd (2) \$24.60 +0.01 0.34 Mormonic Fd (2) 0.07 Mormonic Fd (2) | nn Asset Mgnet Kert | 10300 (2) |
| A | PO Box 426, St. Heller, Jersey 17, 59 341-2019, 73 | menting Francis S- 6.74 (40 85 0.00 PS light | Constant Names 5- 6.68 7.16 40 09 - English | | World Bond Fund-SICAV (a) World Bond Fund. 1528 90 22.21 -0 041 0.76 STER World Bond Fund. 1528 90 12.21 1 -0 041 0.76 STER World Trust Fund World Trust Fund | tel Small Costs | Stanley Japanese Warrent Fund NV Lies NAV NAV | e Vietnam. Fund Limited de Bank Fund Hangern Harmory Ltd Apr 30 |
| | TSB Trust Fores (CV) | 337 100012 5 | # Premise 5 - 6.68 7 1.64 0 P Deep Pr ### Company Name 5 - 3.64 3 400 Deep Pr ### Company Name 5 - 1.93 2.08 401 Deep Pr ### Company Name 5 - 1.93 2.08 401 Deep Pr ### Company Name 5 - 1.94 2.09 403 Deep Pr ### Company Name 5 - 1.94 2.09 403 Deep Pr ### Company Name 5 - 1.94 2.09 403 Deep Pr ### Company Name 5 - 1.94 2.09 Deep Pr ### Company Name 5 - 1.94 Deep Pr ### | 25 MIL F 1 SL | Ominos: totale - ent. [4172 | | Investment Trust Company Ltd Washington 59.2417 Washington Washington Washington | rdley Investment Services Ltd dar S.E. Aku Ts \$15.75 |
| | PO 50: 538, 3 Political, Service Lab. TSB Birthshop Insectional Code 100, 49:e105.54, 94:819, 75 Str. Deposit Class. 1111.12; 111.124115 40, 4647.75 Brac Cao 6 Birth Dead. 5 5 5 2 5 5 5 5 6 9 9 9:11, 97 Anternational Board. 5 107.14115 427, 9426.01 Extractional Board. 5 107.44115 427, 9426.01 Extractional Equity. 5 177.6 177.44115, 97, 98, 98, 98, 98, 98, 98, 98, 98, 98, 98 | A Copput | Warrant \$- 2.62 2.60 4.00 C Sheet Warrant C 1.00 1.55 C Sheet Warrant C 1.00 1.55 C Sheet | PRO Mile Fe CS CSLIN Q 1171 01 | | Non-A Derivativa. SS.39 -0.10 - New years SS.52 Next Intl. S In America Fel Dul. S21.31 D.35 Not. Incl. Inc. Inc. Inc. Inc. Inc. Inc. Inc. Inc | laternational Management Address Service Servi | miley Investment Services Ltd des 2. Au 1a. 15175 16.031 ccl 0.68 des 2. Au 1a. 15175 16.031 ccl 0.68 des 2. Au 1a. 15175 15.00 ccl 0.68 des 2. Au 1a. 1527 15.10 ccl 0.68 des 2. Au 1a. 1527 15.10 ccl 0.68 des 2. Au 1a. 1527 15.10 ccl 0.68 des 2. Au 1a. 1527 158 des 2. Au 1a. |
| a | terretion (Spily 5527 to 127 746134 501 LECOO Fr Far Existre 5520 54 100 64 107 94 40 640 00 In Services 5191 26 92 26 92 40 60 00 In | KINCO WALL . Dollar | Reserve 5- 5.16 5 17 CS Mon | Mit Fd Pus Pt2- 100,000 | SWITZERLAND (SIB RECOGNISED) | ### FOUL 27.80 p. ** ロール の | to Fund Manager (Parament) and We | Hington Fd Moors (Bermuda) Ltd Greet: Fd \$13,70 14,39 40 11 - |
| | Survivor 5017409 17408 185.244 4340.00 Per American 1317409 17408 185.244 4340.00 Per American 13100.39 100.39 103.7546 187.64 Per American 13100.39 100.39 103.7546 187.64 Per American 13100.39 100.39 103.7546 187.64 Per American 13100.39 1 | MCW THEOLOGY BOND ON 475 40424-14 Stelet | an Exterprise . S- 528 566 40.00 - CSPris Engloy Miles S- 594 6.37 40.01 - CSPris Experts | ne Bose DN B. DNIES Se 90.47 me Bose DN B. DNIES SE 10.47 me Bose DN B. DNIES SE 10.47 set-Eq Bd S B. Sign 50 146.51 | Charle Price Price Price Gard | Currency Foods | red | HIS Farge U.S. IT Fund Is Farge ASacto 510 97 +0.02 - Is Farge B Sacto 510 46 +0 11 - |
| Mary State of the | Yi | S Dellar Bord 5 541 536 Alleged | Enterprise 5 4 94 5.30 (425) - CS See Growth 5 3.66 3.75 (405) - CS See For Ivary & Siner Str. Abtrast. | 1-72 80 80 A | Gala P Gala R B.L.A. Bond Investments AG 217180 Cub R 2 Rapped Comp. (N. 2017) Cub R | | Risk Fd. D0200 0 207.0 - W0 Perform Fd. D02254 0 255.0 - W0 Fd D04172 0 173.0 - NAV | ridwide Limited Mar 3 L |
| The second secon | 5 | S Dollar Rts 5 5.16 | wort Beason Japanese Warrant Fund CS Sal Alekhora (2004) (20 4799-) CS Gui | Hee Bd B 9812772 129.01 (2) - | Bare 51, 5046 A 517- 62500 4100 V - 626 5 Bare 51, Series B SF - 855 0 910 0 - 626 5 | ad Gracy Fi S75,64 Figh Peri Fi was Franc. SF70.75 72.27 End Fd (C | (Caymon) DEC1710 1720 Xip probab DEC1830 1840 Xip Second Dec1830 1840 Xip | thias international Investment Fd Ltd this int USD |
| | Price Price ~ Brass 8 | Birclays Intl Funds (Luxenhourg) (1400) Kield | | Blane Chica A DM DM245-38 250-39 | OTHER OFFSHORE FUNDS General States | S12.90 1 High Seas sis Frand Managers Ltd High bass d NAV Apr 30 29.95 Politic Gro | Fd | malchi Capital Mogent (Georgesy) Ltd |
| | | terrinateuri Romi, 33,579, 55, 50, 50, 51, 51, 52, 51, 52, 51, 52, 51, 52, 51, 52, 51, 52, 51, 52, 52, 52, 52, 52, 52, 52, 52, 52, 52 | 100 - 259 275 - 35 Law 100 Add - 502 - 1.06 1.97 - 35 Law 100 - 1.09 1.00 - 35 Law 100 - 1.00 1.79 - 35 Law 100 - 1.00 1.79 - 35 Law | Star Cours C Star | Emery Maley Sid Offer + or Yield Cardo | opt Mars 18, 15 - 22, 21 + 10, 25 - Near Store 18 Mars 18 Se 10, 48 - 10, 48 - 15 Fe 17, 70 + 0, 22 - US Bollars Fig May 15 15 - 17, 70 + 0, 22 - US Bollars | | MANAGED FUNDS NOTES as are in procession subsections in the subsection of the subsec |
| | Designation | active Eq | ### ### ### ### ### ### ### ### ####### | 200 Borti S PS. PS. 25.30 25.30 - | Samer Samer ATSP Magagement Ltd Glob Glob Gatherines and Tomor Funds Fund | nica 5281.92 ((= 5486.1944 | nt | rance limited plans subject to capital gains to or |
| | | 15 yested Arion, 1-1150 Eus VIIV 392 458825 Dellar Mil Mannard Particula Inschangi Company | Cor 75 187 - CS Paril S Pa | Mary F4 A/8 DM 0424-16 251.09 | CAN CAN | ISTAN SZ29 14 - S=edigh Kr | sc | S. O Linchmon, Willington, or this Calable is presentally problemate prancy plants. It Shaples problemate linkarances as Proprietti approprietti in Transpiscopiale Salescolulusii. It of through prote and a lasticitum recept approximate proprietti from days price. It Guinnay by my a Sampaness. In proprietti in the Calabraham of the Calabraham of the Calabraham of the Calabraham of the Calabraham of the Calabraham of the Calabraham of the Calabraha |
| The mount of the | 57.742 9.179 40.023 0.0 5 500mil 57.100 9.659 -0.266 0.0 5 Korat 51.557 12.1441 +0.068 0.0 cc | nowth Portfolio F 5- 0.884 0.941 486 - Constanting Portfolio F 6- 0.857 0.913 486 - Yeu Be of Grand Research Paris Constanting Portfolio F 6- 0.857 0.913 486 - Yeu Be of Grand Research Paris Constanting Paris Consta | an Bood | a Lapace Gen Fund | The New Josh Frank List NAV ISSS (Ringed) S GAM NAV ISSS (Ringed) S GAM NAV ISS (Ringed) S7.30 GAM Add Issues In 13 S7.30 GAM | 50(Jan 3317.1½ -∪⊳ | sides International Ltd. to c s Mar 51. 1 997.88 Page | ogg, gog s price, go Guerroy your, a sugression of defore ferter (as. 1 En-mattenskien, at Guly annichtet maritable bindes, o Yield column shows amoualised 5 of MAV successe and ex dividend. English and SIR parameters The websigness methods into |
| | Maligna | AS- 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 12.587 4154.12 | pe No Primare St. Lan. ECJA 3617 071 - 628 1254 Daine inter lan Co | a Jenen Small Equity Fd (e) | NAV LISS GRIGGED | Transc | S Mar 31 | gor not nearche, and a virtualist. Funds not Sill recognised The recognised Services upsaled Funds are Guerney; Funancial Services upsaled Fundscale Services and saled of tendencial Services. Fundacial Supervision Commission, Jersty, unrechial Relations Department; Lucernhaumy Institut. Etaire La annibiarycott. |
| | US Dollar Lipelity 199 and 10.107 +0.002 28 Cafer Allen Investment Management (CD) CAGE Investment Advanced Inc. 10 | Mich Egatly | n on Costony . 1 5- 33.51 - Dear ty ALL-STAR World Pholio-Enty Fd(x) MAV yard Royal, Luxembours 010 362 45901 The I | Witter World Wide Invest. Tst SA Dragon Fund Sicay | Fondis Gravita Fd (Cayenan) Ltd GAN I Astna Meleysian Gravita Fd (Cayenan) Ltd GAN I R3V May 18. — S4 5793 | Accepted | AY May 8 . \$15.10 | racciói Relations Department; Lecembourg Institut etaire La combourgeous. |
| | CA Girt & Features [1] (653 1.106) 7.23 ft. CA English Garet [2] 23 4.53 -0.04 3.10 Ja | Brance County Y. 1600 67 - MAY G | \$- 10.50 [46.11] ~ NAV II | 58712 | | | | |

Money Market

Trust Funds

Money Market

Bank Accounts

MONEY MARKET FUNDS

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar drops on housing starts

THE DOLLAR sank to a new three-mouth low against the D-Mark on the foreign exchanges yesterday on news of a bigger than expected monthly drop of 17 per cent in US housing starts for April, urites James Blitz.

The US unit was trading at a low of DM1.5865 shortly after lunchtime in European markets, as dealers feared that the sharpest monthly fall in housing starts for eight years would force the Federal Reserve to ease interest rates again.

When the rate cut failed to materialise at yesterday's Federal Open Market Committee (FOMC) meeting, the dollar regained some ground and closed in London ½ pfennig down at DM1.5905. Dealers said the dollar had been propped up by heavy bidding just below DM1.59 by two large German institutions and life insurance companies in Tokyo. In New York it ended at DM1.5903/10. However, analysts believe the case for a cut is much

| May.19 | Close | Previous Close |
|--|---|--|
| Seat 1 month 3 months 12 months | 18390 - 1.8390 0 99 - 0.98pm 2 79 - 2 74pm 9 25 - 9 15pm | 1 8355 - 1 8365 1 00 - 0 98ps 2 76 - 2 73pn 9 18 - 9 00pc |
| | way and electronic at | ply to the US doll: |
| - | ERLING (| |
| - | | NDEX |

93 0 93 0 93 0 93 0 93 0 93 0 93 0 93 0

CURRENCY MOVEMENTS

CURRENCY RATES

| May 19 | Bank & rate | Special * Drawing Rights | Europeau † Currency Unit | | | | | | |
|---|--|--|--|--|--|--|--|--|--|
| Sterilog U.S Dollar U.S Dollar U.S Dollar U.S Dollar U.S Dollar U.S Dollar Belgias Frame Delish Kross D-Mark Dotth Galider French Frame Morsay Kross Somish Peeta a Sensish Frame Sensis Frame Sensis Frame Greek Drach | 359 659 759 859 859 12 375 10.00 709 | 9.762715 1.4006 4006 15.7307 45.9763 49.8 2.73656 2.51977 7.51379 1684.29 181.594 8.71624 139.759 8.04673 2.06274 N/A | 0.701866 1.29017 1.53790 14.4538 42.2756 7.93370 2.05395 2.31315 6.90486 1545.89 166.561 8.01518 128.4% 7.39525 1.88558 244.113 0.769378 | | | | | | |
| Bank rate refers to central bank discount rates. These are not outsted by the UK, Spakn and ireland, Enropean Camelasion Calculations All SDR rates are for May LB. | | | | | | | | | |

| May 19 | £ | S |
|---------------------|--------------------------------------|------------------------------------|
| Argentina . | 1.8205 - 1.8235 | 0 9900 - 0.991 |
| Australia | 2 4270 - 2 4290 | [13195 - 1320 |
| <u>B</u> rael | 4846 15 - 4849 40 | |
| Finland | 7 9425 - 7 9560 345 200 - 350 700 | 19.3630 - 9.369 197.360 - 300.3 |
| Greece | 14 2180 - 14 2315 | 77716 - 1703 |
| irang sang. Iran | 2625 00 | 1440.00 |
| | 1428 80 - 1451 85 | |
| Campit | 0 53475 - 0 53525 | 0 20150 - 0 201 |
| incentoure | | |
| Kalaysia . | 4 6310 - 4.6430 | 2.5210 - 2.522 |
| Menico | 5553 80 - 5566 00 | |
| LZesland . | 3 4465 - 3 4520 | |
| Sundi Ar | 6.8430 - 6.9200 | 3 7495 - 3 750 |
| Supapore | 2 9950 - 3.0020 | 1.6310 - 1.633 |
| SATION) | 5 1845 - 5 1965 | 2.8210 - 2.821 |
| SAFIFEI. Talwan | 6.2360 - 6.3435 45.90 - 45.10 | 33900 - 3440 2495 - 2505 |
| | | |

*Floating rate, iran Official rate £118.50 \$66.30

MONEY MARKETS

stronger following the housing figures, and could come today, when the FOMC meets again. Mr Neil MacKinnon, chief economist of Yamaichi International in London, said: "The balance of probabilities is for the Fed easing." He does not believe that the dollar weak-ness will last but thinks the

currency could yet bottom out at DM1.56. The dollar also lost ground yesterday morning to the yen on news that Japanese machine orders for March were up 14.6 per cent from the previous month. The figure brought a strong reaction from the markets, coming one day after news that the Japanese trade surplus in April was 13.4 per cent higher than for the previous month. However, the Fed's decision not to cut rates gave the US currency a temporary respite and it ended a little firmer at Y129.10, and later

closed in New York at Y129.12.

The D-Mark continued to perform strongly in the wake

of Monday's news that a large industrial strike had been avoided. Its best gain was against the French franc as traders took profits following last week's bullish performance by the French currency. The D-Mark finished at FFr3.3634, up about 1/2 franc.

Sterling's recent rise against the D-Mark also seems to have petered out as traders give up hope that the pound might cross its central rate against the German currency. The pound closed ¼ pfennig down at DM2.9250. One London dealer suggested that the pound's decline against the D-Mark may have been due to profit-taking in sterling/dollar trading, after the UK currency reached a high point of \$1.8425

in London yesterday. The Swiss franc made new gains following Switzerland's decision to formally apply for EC membership. The Swiss currency ended about '4 centime stronger against the dollar at SFr1.4600.

| ems e | UROPE | AN CURI | RENCY (| JNIT RA | TES_ |
|--|--|---|---|--|-------------------------|
| | Ecur Central Rates | Cerrency Amounts Against Eco May 19 | % Change from Central Rate | % Spread vs Weakest Carrency | Divergence Indicator |
| Porusquese Escutio | 178,735 133,631 42,4032 2,31643 2,05584 6,89509 0,767417 1538,24 0,646904 7,84195 | 170.690 128.496 42.2754 2.313.15 2.05395 6.90486 0.769378 1545.89 0.701866 7.93390 | -4.50 -3.84 -0.30 -0.14 -0.14 0.26 0.71 1.17 | 5.94 5.22 1.43 1.27 1.03 0.94 0.46 0.06 | 74 88 11 11 작 육 취 15 8 |
| Ech central rates set by the are for Ech; a positive percentage difference be percentage deviation of Adjustment calculated by | change denotes a press the actual the currency's ma | r weak correcty. I rearises and Eco cer gries rate from its | Mesopence shows North rates for a co | the ratio between process, and the or | City Spreads: |

| POU | ND SPOT | - FORWAF | <u>id</u> again | <u> 5</u> 7 | THE POU | ND |
|------------|--|--|---|---|--|---|
| lay 19 | Day's spread | Close | One month | % Ri | Three months | % p.a. |
| naoy le | 6010 - 6040 11,7925 - 11,3275 1,0950 - 11,095 2,9225 - 2,9300 2,200 - 2,945,60 182,80 - 183,50 2200,50 - 2,955,50 11,4050 - 11,4450 2,6825 - 2,6975 237,00 - 238,00 2,5625 - 2,6975 2,6925 - 2,6925 2,6925 - 2,6925 2, | 1.686 - 1.676 - 2.1970 - 2.1970 - 2.1970 - 3.3000 60.25 - 60.35 11.3100 - 11.3000 11.935 - 1.945 - 2.925 - 2.9 | 0.98-0.96cpm 0.71-0.94cpm 1-0-percent 1-0-percent 1-1-percent 0.036-0.09pm 147-128-015 37-4-56st 37-4-56st 1-1-percent 1-1-percent 1-1-percent 1-1-percent 1-1-percent 1-1-percent 1-1-percent 1-1-percent 1-1-percent 1-1-percent 1-1-percent | 6.33 3.69 0.50 -0.40 0.33 0.82 -0.59 -0.59 -0.75 0.28 -0.75 0.28 -0.75 0.28 -0.75 0.28 -0.75 0.28 -0.75 0.28 -0.75 0.28 -0.75 0.75 0.75 0.75 0.75 0.75 0.75 0.75 | 2.78-2.75m 1.31-1.22m 1.4-1gm 7-2gm 7-2gm 9-2gm 107-1214s 1 | 62300 030 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 |
| _ | | | | | | _ |

| DOLL | AR SPOT | - FORW | ARD A | | | HE DO | |
|-------------------------------|--|---|---|--|--|--|---|
| May 19 | Day's spread | Close | One st | | % -a | Tiete metis | P.A. |
| France Sweden Japan | 18375 18420 16730 16820 17906 11930 17865 13800 22.66 32.90 61325 61675 13230 13330 13230 13330 13230 13330 13250 13230 13250 13230 13250 13230 13250 13250 13250 13250 13250 13250 14575 14680 | 62075 - 6212 53475 - 535 57306 - 5.72 129.05 - 129.1 | 0.914 0.254 0.874 0.1550.1 15.50.1 16.0 0.824 0.0 1.53 0.0 2.83 2.83 2.83 2.83 2.83 2.83 2.83 2.83 | 1.88-pm 6.0.27 cits -2.7 cits -2.7 cits -2.7 cits -3.7 cits -4.7 cits -5.7 c | 33 341 261 36 36 36 37 37 38 38 38 31 38 31 38 31 38 31 38 31 38 38 38 38 38 38 38 38 38 38 38 38 38 | 2.78-2.75 2.54-2.47, 0.72-0.75 2.53-2.60 45.00-49.00 9.45-10.05 2.36-2.38 365-400 36.00-2.50 8.10-8.20 10.65-11.10 0.25-0.27, 15.90-1.93 2.02-1.97, | 5-4-7-7-3-9-8-5-3-5-5-5-5-5-5-5-5-5-5-5-5-5-5-5-5-5 |
| Commercial is Forward prem | ates taken inwards forms and discourts | the end of London apply to the US d | | | | | US carreac |
| May 19 | Short, terril | 7 Days | One Month | Three Months | 1 | Six Yeartis | One Year |

| May 19 | Short, | 7 Days | One | Three | Six | One |
|--|--|--|--|-------------------------|---|---|
| | tenn | notice | Month | Mostals | Months | Year |
| Sterling US Dollar Can, Bollar Detch Gulder Belgian Franc Lustan Lira Design Krone Auton SSI on Spoortsh Peteta | 22 4 3 5 5 5 5 6 5 6 5 6 5 6 5 6 6 6 6 6 6 6 | 104 - 97 311 - 624 - 95 97 - 624 - 95 97 - 97 97 - 97 | 10 - 91 - 61 - 61 - 61 - 61 - 61 - 61 - 61 | 993-600 999-10-49-3-10- | 10 - 94 4 - 32 6 - 6 - 6 8 - 6 - 91 8 - 91 12 - 11 13 - 4 10 - 3 12 - 11 13 - 4 10 - 3 12 - 11 13 - 4 10 - 3 12 | 10 9 4 6 6 9 8 9 9 7 12 9 12 9 12 9 12 9 12 12 12 12 12 12 12 12 12 12 12 12 12 |

| -10 | | | | | | | | | | , ones, . | | ··· | FT-SE 10 925 ptc fc | d index poi | | |
|-----------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------|------------------------------|-------------------------|-------------------------|-------------------------------|--------------------------------|----------------------------------|----------------------------------|----------------------------------|------------------------|--|----------------|------|
| | | | EXC | HA | NGE | CR | <u>oss</u> | RA | <u>reş</u> | | | | Jan | 2717,0 | High 2727.0 | _ Z |
| ŋ.19 | £ | S | PAL | Yen | F Fr. | S Fr. | N FL | Lira | CS | 8 Fr. | Pla. | Ecu | Sep Dec | 27 59 .0 2 9 04.0 | 2765.0 | 2 |
| £ S ok | 0.544 0.342 | 1.839 | 2 925 1.591 | 237.5 129.1 81.20 | 9 837 5 349 3 363 | 2.687 1.461 0.919 | 3.295 1.792 1.126 | 2201 1197 752.5 | 2.197 1.195 0.751 | 60 30 32.79 20.62 | 183.1 99.56 62.60 | 1.424 8.774 0.487 | | volume 628 ay's open in | | |
| OK EN Fr. | 4 211 1.017 0.372 0.303 | 7,743 1,869 0,684 0,558 | 12 32 2.973 1.089 0.888 | 1000 241.4 69.39 72.08 | 41.42 10. 3661 2985 | 11.31 2.732 0.815 | 13.87 3.350 1.226 | 9267 2237 8191 668.0 | 9251 2233 0.818 0.667 | 253 9 61.30 22.44 18.30 | 770.9 186 1 68.14 55.57 | 5.996 1.448 0.530 0.432 | ° Centraci | s traded on | APT Co | sing |
| Jm C S | 0.454 0.455 | 0 836 0 837 | 133 | 107 9 108.1 | 4 469 4.477 | 123 | 1.497 1.500 | 1000 | 0.998 | 27.40 27.45 | 83.19 83.34 | 0.647 0.648 | POUN | 0 - DQL | LAR | |
| Fr. Pta | 1.658 0.546 | 3 050 1 004 | 4 851 1,597 | 393 9 129 7 | 16.31 5.372 | 4 456 1 468 | 5 464 1.800 | 3650 1202 | 1.200 | 100. 32.93 | 303,6 100. | 2.362 0.778 | FT FINES | CK EXCHAI | GE RATI | |
| _ | 0 702 000 F | L291 | 2.054 | 166.8 | 6 908 | 1.887 Relatar (| 2314 | 1546 30 Řese | 1.543 | 42.35 n | 128.6 | | Spot 1 K390 | 1-m# | | th. |

FI

High 99 13 99 25

Estimated volume 25535 (541.87) Prenious day's open lat. 288551 (283480)

THREE MONTH EURO SWISS FRANC SFR las points of 180%

Estimated volume 8042 (11479) Previous day's open int. 44362 (45080)

THREE WHITH EUROLINA INT. RATE LINA 1,000m poles of 100%

Estimated volume 509 (1463) Previous day's open lat. 6103 (6091)

Estimated volume 6284 (8842) Previous day's open int. 44866 (44634) O Contracts traded on APT Closing prices shown.

91.14 91.60 91.87 92.24

Ose High Low 2717.0 2727.0 2710.0 2759.0 2765.0 2754.0 2804.0

1-rath. 3-rath. 6-rath. 12-rath. 18293 L8114 L7858 L7475

90.22 90.45 90.69 91.12 91.38 91.62

| FINANCIAL FUTURE | S AND OPTIONS | | | | |
|--|---|---|--|--|--|
| LIFFE LONG GILT FUTURES OFTHINS C50,000 With at 180% | LIFFE US TREASURY BOND PUTURES OPTIONS \$200,000 640s of 108% | LIFPE BUND FUTURES OFFICHS 196250,900 paints at 100% | | | |
| Strike Call-settlements Puts settlements Price Jan Sen Jon Sen Jon Sen 96 3-12 3-39 0 0-10 97 2-12 2-47 0 0-19 98 1-12 1-52 0-54 0-58 200 0-62 0-55 0-54 1-27 101 0 0-33 1-52 2-05 102 0 0-19 3-52 2-55 103 0 0-10 3-52 3-44 54 54 54 54 54 54 54 54 54 54 54 54 5 | Strike Calls-retiements Price Sep Occ | Strike Calls-settlemonts Puts-nettlemonts P | | | |
| LIFFE EUROMARK OPTIONS | LIFFE ITALIAN CONT. SONO (STP) FUTURES OPTIONS Lina 2000: 140% of 140% | LIFFE SHORT STEMLING OFTENIS C500,800 palets of 100% | | | |
| Strike Calis-ectilements | Strike Calls-settlements Put-settlements | Suriez Calls destlements Parts cettlements Parts 2010 Sep | | | |
| 28-YEAR 9% NOTTOKAL GR.7 * ESO,000 32mb of 108% | U.S. TREASURY BONDS (CBT) 8% \$100,000 32mb of 190% | JAPAMESE YEN ONNO Y125m S per Y140 | | | |
| Sup 99-06 99-11 99-14 99-19 Sup 99-06 99-11 99-14 99-19 Sup 99-14 99-19 Sup 99-14 99-19 Eximates volume 21322 (29245) Previous 42y's opes Int. 56845 (57994) | Close Nuch Low Pres. dari 181-18 181-19 180-24 180-11 Sep 180-13 180-13 99-23 98-24 Det 94-10 98-11 97-28 97-25 day 96-11 98-11 97-28 97-25 day 97-13 97-13 98-31 98-37 | Close Nieth Com P Jun 0.7742 0.7753 0.7752 0.7752 0.7752 0.7753 0.7752 0.7753 0.7754 0.7754 0.7754 0.7754 0.7755 0.775 | | | |
| US TREASURY BONDS 8% SIGN, 888 32ads of 108% Low Pres Jun 101-11 101-15 100-29 101-01 | Sep 95-17 95-17 95-13 95-31 Dec 95-23 95-23 95-20 95-06 Mar 95-00 - 94-16 Jun 94-12 - 91-28 | DEUTSCHE MARK (ININ) DELZS,080 S per Del | | | |
| Jun 101-11 101-15 100-29 101-01 Sep 100-07 99-29 Extensited valuate 1062 (6111) Previous day's open int. 3414 (3625) | Sep 93-26 - 93-10 U.S. TREASURY BULLS (IMM) Slan points of 100% | Close Night Low P. Jun 0.6256 0.6273 0.6248 0.6: Sep 0.6166 0.6134 0.6160 0.6: Dec 0.6082 0.6092 0.6092 0.68 Mar 0.6021 0.6020 0.6020 0.6520 0.6 | | | |
| 6% NOTIONAL GERMAN COVT. MONO * BAC250,000 180ths of 180% Close High Low Prev. Jun 87.48 87.63 87.45 87.51 | Unit 96.46 96.47 96.37 96.20 Sep 96.30 96.31 96.19 96.20 Dec 95.89 95.80 95.80 95.75 | Just 0.5959 - 0.59 THREE-MONTH EURODOLLAR COMIC Sim points of 180% | | | |
| Jun 87,48 87,63 87,45 87,51 Sep 87,76 87,99 Esclarated volume 425,30 (837926) Previous day's open int. 123672 (127365) | Dec 95.89 95.89 95.80 95.75 Mar 95.68 95.68 95.60 95.53 BRITISH PRINT DAME | Close High Low P Jun 96.14 96.15 96.06 96 Sen 95.90 95.91 95.76 95 | | | |
| 6% NOTTOWAL LONG TERM JAPANESE GOVT. BOND Y200m 100% of 100% | So per C | Mar 95.14 95.15 94.97 94 | | | |
| Close High Low Jun 10231 10231 10223 Sep 10194 10194 10181 | Glose High Low Pre- Jun 18300 18090 18290 18270 Sep 18030 18090 18020 18010 Dec 17792 17830 1.7780 1.7774 | Mar 95.14 95.15 94.97 94 July 94.65 94.66 94.32 94 Sep 94.17 94.16 94.03 94 Dec 93.59 93.99 93.46 93 Mar 93.44 93.45 93.32 93 | | | |

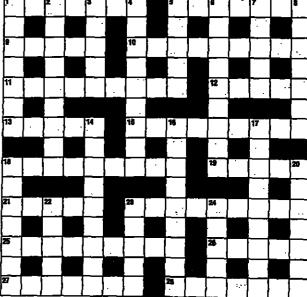
| Jan Sep Dec | 0.6740 0.6669 | | 6718 0.67 - 0.66 | 18 Dec | 4 | 19.70 419 21.46 421 | 80 414.5 50 416.40 | 415. |
|-------------------|--|-----------|---|---|------|--|---|---|
| | PHIA SE E/S cals per £1) | OPTIONS | | | | | | |
| | Jun 11,15 8,65 6,25 4,02 2,31 1,17 0,50 7's open lot. 9's rolume: C | | Aug 11.15 8.65 6.52 4.74 3.35 2.32 1.54 1. Puts 505 | Sep 11.15 8.70 6.68 5.02 3.67 2.67 2.67 0.01 (All care) 4 (All care) | | Pitt. Jul 9.28 0.59 1.11 1.89 2.90 4.41 6.21 | Aug 0.83 1.37 2.12 3.08 4.36 5.87 7,60 | Sep 1.40 2.00 2.90 4.00 5.30 6.90 8.64 |
| PARIS | | | | | | | | |
| 7 to 10 YE | AR 10% NOT | TUNAL FRE | HÇH BÛND (| MATOR) FUT | URES | | | |
| | 0 | pen Sell | orice (| Jares . | High | | Yīeld | Open |

Class High Law Pres 417.35 417.60 412.00 413.45

9.81 9.44 9.20 8.91 CAC-40 FUTURES DIATIF) Shick lade 2065.0 2032.0 .36 2058.0 2025.0 .35 2055.0 2022.0 .35 2075.0 2022.0 .36 ember 2076.0 2054.0 .36 mated volume 13,042 Total Open Interest 34,850 2031.0 2024.0 2021.0 2076.0 12,600 13,533 4,261 4,456 Name 107.50 107.38 -0 September 107.68 107.54 -0 Estimated volume 4,102 Total Open Interest 15,081 OPTION ON LONG-TERM FRENCH BOND MATER 1.14 16.048

53,038 **BASE LENDING RATES**

| | | . 74 | | ** | | 7 |
|---|----------------------|------|----------------------------|------|---|-----|
| | Adam & Company | 10 | Credit Lyonaals | ĬÕ | McDo nnell Donglas Suk . | 30 |
| | Allied Trust Bank | 10 | Cyprus Popular Blr | 10 | Midland Back | 20 |
| | AlB Bank | 10 | Dencan Lawrie | 10 | Moort Banking | 10 |
| ŧ | Henry Asstracter | 10 | Egyatorial Bank etc | 10 | Hat Westminster | 10 |
| | B & C Merchant Bank | 10.5 | Exeter Bank Limited | 11 | Northern Back Ltd | 10 |
| | Bank of Baroda | 10 | Financial & Gen. Bank | 10 | Nytredit Mortgage Bank | 11 |
| | Banco Bilbao Vizcaya | 10 | First, National Bank Plc. | 14 | Provincial Bank PLC | 14 |
| | Bank of Cyprus | 10 | ● Robert Fleming & Co | 10 | Rocherone Bands Ltd | Ш |
| | Bank of Ireland | 10 | Robert Fraser & Pters | 10.5 | Royal Bk of Scotland | IJ |
| | Bank of India | Щ | Girobank | 10 | Smitt: & Willings: Secs | 10 |
| | Bank of Scottand | 10 | ● Sainnes Makon | 10 | Slandard Chartered | 10 |
| | Sanger Belge Ltd | 10 | ● Hambros Bank | 10 | TSB | 10 |
| | Barclans Bank | 10 | Hangobire Trost Pic | 135 | Usibant pic | 10 |
| | Benchmark Bank | 11 | Heritable & Gen Jar Bok. | 10 | United Bit of Keezit | 10 |
| | Brit Bk of Mid East | | ♦ Hiù Santnel | 10 | | 10 |
| | Brown Stipley | | C. Hosse & Co | 10 | | 10 |
| | CL Bank Hederland | | Hoogkong & Stangtai | 10 | Westpac Bank Corp | 10 |
| | Citibask NA | 10 | Jolian Hodge Bank | 10 | Whiteway Laidlaw | Ю |
| | City Mexchants Bank | 10 | € Leopoid Joseph & Sons | 10 | Yorkshire Bank | 30 |
| | Clydesdate Bank | 10 | Lloye's Bank | 10 | • Members of British Men | |
| | Co-operative Bank | | Meghraj Bank Ltd | 10 | Banking & Securities Ho | WS. |
| | Coetis & Co | ΙŌ | | | Association. | |
| | | | | | | |



CROSSWORD

No.7,852 Set by HIGHLANDER

Rates end firmer

RATES IN the sterling cash markets ended the day slightly firmer after the Bank of England forecast a large shortage, which was not fully taken up during the day.
In the morning, the Bank of

England forecast a shortage of around £1.15bn, much of which was caused by outstanding payments on the recent £800m gilts issue. However, dealers were reluctant to sell paper to meet the shortage, and a £200m shortfall remained at the end of trading.

With a bank holiday due this weekend, market players will probably wait until Friday to

UK clearing bank base lending rate 10 per cent from May 5, 1992

sell paper to the Bank, in the hope of pushing the overnight rate as low as possible over the

three-day weekend.

As a result, period rates finished slightly firmer. Three-month money, an important indicator of where the market thinks rates are moving, ended the day at 101 per cent, after closing at 10 per cent the previous night. One-month money also closed a shade higher, at 9% per cent

after a previous 918 per cent. Trading on the futures markets also reflected firmer 9,55-65 per cent.

rates. The June short sterling contract ended at 89.97, three ticks off from a previous close of 90.00. The September contract ended down two ticks at 90.30. However, volumes in both contracts were extremely low and amounted to little over 10,000 lots for the two contracts combined

In its early operations in the cash markets, the Bank of England purchased £21m of Band-1 bills at 9% per cent, and £225m of bills for resale to the market on June 8 at an interest rate of 91 per cent.

The forecast was later revised to a shortage of £1.2bn before taking account of the early operations.

The Bank later purchased £199m of Band-1 bank bills at 9% per cent, £40m of Band-2 bank bills at 9% per cent and £39m of bills for resale to the market on June 8 at 91 per cent.

In the afternoon, the Bank bought £346m of Band-1 bank bills at 9% per cent. The Benk provided late assistance of around £80m.

In the German money markets, call money was steady but with an easier bias, as relatively high liquidity levels at the banks took pressure off the market.

Dealers quoted overnight money at 9.55-60 per cent, compared to Monday's level of

FT LONDON INTERBANK FIXING (11.00 a.m. May 19) 3 months US dollars 6 months US Dollars

MONEY RATES NEW YORK Treasury Bills and Bonds 3.41 3.67 3.62 3.74 3.97 4.93 One Month 9.70-9 80 94-94 94-94 9.47-954 481-481 124-1242 94-94 10-104 9.70-9.80 911-91 83-95 9.49-955 48-45 123-125 91-93 10-105 4,70-9.80 913-913 9 70-9-20 9.75 9.60 10-10%

LONDON MONEY RATES May 19 SLy Months One Year 101 했 10 97 10 911 9]2 101 3 82 64 63 104 3.72 6.4 6.4 10.6 10.6 3.72 64 103 104 4.27 65 61 105 10

FUTURES TRADERS: ...No ifs, ...ands, ...or buts

"How do you do it?" is a question we've been asked many times over the years – by futures traders in the U.S. and, now, since we've opened our London Trading Centre, by traders throughout Europe. We're not surprised because many of the investors who call us are paying £60 (or more) per trade with their full-commission futures bruker. They can't believe they can get our complete range of quality brukerage services for only £22 a round turn.

How do we do it? In three important ways: •First, we have no commissioned sales staff. No broker will call you with trading recommendations. Because if you make your own trading decisions, using a full-commission broker costs you far more than you need to spend. At Lind-Waldock, you don't pay for advice you don't need!

Second, we're specialized. Lind-Waldock is the world's largest respectance only brokerage firm. We don't have the added costs associated with offering a wide range of investment products. So we can save you money—and provide service that's first class by any standard, discount or full price.

 Third, with 13,000 customers worldwide, we can take advantage of built-in efficiencies that large volume provides—and pass the savings along to you.

Find our for yourself why Lind-Waldock is the number-one broker for independent futures traders worldwide. Write or call (toff-free) roday.

ि एक्टरोन क्या क्रिक्टोक्टर आर्थ क्रान्टर information, please return the coupo or call-free 0800-262-472 (U.E.) Cutaide the U.E., call toll-free by disting: Beighau: B-84-44 Postcode West Germany: 0036-818160 Francis: 05-908343 Switzerkand: 046-068338 Tele. Ro. [optional] Switzerland: 045-068338 Netherlands: 06-982-7680 Others call 071-247-1701, ve

E WORLD'S LANGEST RUTURES DESCOUNT FRAM HERBER STA - C-YCLAD - LENGON - NEW YO LIND-WALDOCK & COMPANY

6 Pass on message to abandon 1 Place in the warehouse is turned over (7)
5 Support put at top of bed (7)
9 Bamboo stem embodies end of 8
bamboo craft (5)
10 Carried away by creator of Dr 14 right (5) 8 Put right by engineers taking

Jekyll (9) 11 French bar meat I sent for distribution (9)

12 North American lake sounds like place for birds of prey (5)

13 Flat broke — family in the attack (5)

street (5)
15 Friendly Society's expenses

beach (5)
23 Tropic cereal crop found on
European island (9)
25 He treats bones including old
broken toes, by the way (3)
26 With similar characteristics
to Joison and Eisenhower (5)
27 Measures available are rela-

tive (7)
28 Lets first page reveal contents (7)

DOWN 1 Devil take the author! (7)

2 Ornamental brooches rot suit fabric (9)
3 On Saturday the players run out of it when tired (5)
4 Stolen feathers are recorded (5,4)
5 Hang on top of bathroom fix-ture (5)

POPER STREET DE COMPANY DE LA COMPANY DE LA

7 Gradually reduce recording

JOTTER PAD

rig out (7)
Gathers material for brewers
from cake and sweet outlets

fragments of hallucinogenic

street (5)

15 Friendly Society's expenses (8)

18 Increasing volume of sound from unending street party (9)

19 Classic debut of yearling reared back at the start (5)

21 Saturday and Sunday on the beach (5)

22 Tropic cereal crop found on Treated by Bond (6)

23 Tropic cereal crop found on Treated by Bond (6)

24 Survey is said to criticise

24 Survey is said to criticise cross (5)

Solution to Puzzle No.7,851

WORLD STOCK MARKETS

| - | | | WC | RLD ST | <u>oc</u> |
|--|--|--|---|--|---------------------------|
| AUSTRIA | FRANCE (continued) | CONTROL OF STREET | auto att suba | | 1. |
| May 19 Sch + or | May 19 Frs. + or - | GERMANY (continued) May 19 Dec. + or ~ | May 19 Fis. + ar- | SWEDEN (continued) May 19 Krener. + | , |
| Asstrian Airlines 2,250x +100 Creditanstait Pf 513 +3 EA Georgia 3525 EVM 859 +1 | Beghin-Say | DLW | AB II Asma Holding | i Mohei Free 77 | |
| Jungbenzianer 15,906 ~194 Qehly 887 +14 Perimenar Zement 3,620 ~10 | Bonygoes | Detaile State 147 30 46.50 Degusta | Akzo 86.10ai -0.10 Akzo 160.20 -1 AMEV Dep Recs 52.50 -0.40 | Downwill Direct 1884 | j" { |
| Rational Property 1674 | Canzill | Didier Works | Bok Lacus Dep Res 47.20 +0.20 Bersamij W C: DoRes 68.60 +0.10 Bustravius C C: Oprics 48.10ml +0.20 | Stora Kong R 2244 | ;) (|
| Supr Dalmier 207 +5 Vertscher Megnesit 349 +3 Verbund (Bri A 517 +2 Wienerberger 4,780 +30 | Garretour | Dresiner 8k | AEGON 120.70se4-1 Abold 56.10st -0.10 AKZ0 146.20 -1 AMEV Dep Recs 52.50 -0.40 Set Lass Dep Res 47.20 +0.20 Set Lass Dep Res 47.20 +0.20 Set Dep Recs 56.60 +0.10 Set Dep Recs 56.60 +0.10 Set Dep Recs 56.60 +0.20 DAF 19.70 -10.20 DAF 19.70 -10.20 DOSM 115.70 -0.30 | SCA B Free | |
| Z-Laenderbank 1,050ml +5 | Club Mediterrance 534 Cogiff | Goldschmidt (TH) ., 860 Kamburg Elekt, 192 +4 | Dordrache Petr 138.60m - 9.30 Elsevier Dep Ress 113.40 - 0.30 Fokuer Dep Ress 36.10 - 0.10 | Volvo B Free 431 | · [|
| RELEXION/LUXEMBOURG | Coparex | Hapeg Lloyd 560 Hekkelb Zem 938 +5 Henkel Prf 621 +3 | DSM | SWITZERLAND | <u> </u> |
| ACEG-Union Min 2.365 -30 ACEG-Union Min 2.365 -30 ACEG-Union Min 2.365 +10 | Cred Lyon (CI) 592 -3 Credit Nationale 1,100 Damart | Heritz 347 43 Hechtlef 1.258 44 | Hotogress Dep Res 59.30 -0.20 Homer Douglas 73.60ml -0.40 | Adia (Ptg Cisi 60 - | er – 1,50 10 |
| 881 | Credit Nationale 1,100 Damart 3,200 +100 Docis de France 429 -8,50 Dollits Miles Cie 367 -1,60 ESF 375 EARY Cle Gast 2,590 -50 | Holzman Ph 1,116 -11 Hortes | int lied at Dep Res 50, 20 at +0.20 int Muriler 57 KLM 39,40 +0.10 | Alesusse-Lnz Reg . 474 46 Raiolea (Ptn Cte) 2 280 -2 | |
| Betaert 12,800 -100 CBR Ciment 8,470 -120 | FIS-Analtaine 381 90 -5 10 | Industrie Werte 331.50 -1 Kali & Salz 148 +1.20 | KNP 46.70 40.30 Kola Palateel DpRs 43.90 -0.20 Kenpen 8.90 | Drown Bover (BP) 4,230ml - | 1 20 |
| CNB | Elf-Aquitaine Certs 200 -3.50 Essiler Int | Karstadt | Nedstand | Ciba Geigy (Br) 3,560m ~ Ciba Geigy (Reg) 3,550m ~ Ciba Geigy (Pt (bs) 3,500m ~ | |
| Delhaize Frs Llow 9.110 -90 | Finexiel | Lahmeyer | Kota Patanest DpRts 43, 90 -0.20 | Strom Botel Pig | |
| Electrate AFV 4,840 +30 Electrating ACT 2,710 +20 EBL 3,300 +20 | From Cet Airv 675 From Cet Airv 3,140 -10 GTM-Entrepose 421 -15 Gal. Lafayette 1,990 +43 | Linde | Roteco | Fischer Geo (Br) 1 150si Fischer (Ptg Cts) 220st Forbo (Br) 2 110sr +: | <u>.</u> |
| Dehnare Fis Ligar 9, 110 - 90 Electrobel 4, 845 - 15 Electrobel 4, 846 + 30 Electrobel AFV 4, 840 + 30 Electrobel AFV 3, 300 + 20 GBL AFV I 3, 270 GBL Group 1, 422 - 6 GBL Group AFV 3, 360 + 18 Gechen AFV 360 - 4 Generale Banque 6, 320at +70 Gen Banque AFV I 6, 220at +30 Genaret 6, 930at -50 Glamphel 3, 720 - 25 | Fonc Lyoenaise | MAN | Royal Dutch | Helderbk (8r) 4,900 -4 | iō |
| Gechem AFV 367 -4 Gechem AFV 360 Generale Banque 6,320at +70 | Havas | Mannesmann 285 +0.50 Mannhelm Vers 800 Mercedes Hid 602 | VNU | Landis&& Prior Ptg 78 | = |
| Gen Banque AFVI 6, 230ai 430 Genaert 9, 30ai 430 Genaert 9, 30ai 450 Genaert 9, 30ai 50 Glazerbel 3 720 -25 Krediethk AFV 4890 +30 Pan Holding List 13,550 11,355 -25 Powerfin 2,550 +60 Powerfin AFV 2,510 +10 Royale Belge 4,500 -15 Royale Belge 4,500 -15 Royale Belge 4,500 -15 Soc Gen Belge 2,255 Soffina 11,550 -100 Texenderio 6,130 -20 Texenderio 6,130 -20 Texenderio 6,130 -20 Texenderio 6,130 -20 Texenderio 5,750 17 Texenderio AFV 7,720 -30 Tractabel AFVI 7,550 +50 UCB 7,550 +50 UCB AFV 21,600 +100 | Immob Phenix 139 -5 Industricile 5,500 Interball 470 -1 | Metajigeselischaft 424 +2 Mannia Recht Glegi 2,690 +20 PWA | <u>}</u> | Les Hold (Br) 315 | į (, |
| Krediethk AFV 4,890 +30 Pan Holding Lux 13,550 Petrofina 11,325 -25 | LVMH | Philips Komurum 581 +1 Porsche | May 19 Kreser + or - | Nilkrea (Reg) 290 Neter-Colum (Br) 925 | |
| Powerfin 2.550 +50 Powerfin AFV 2.510 +10 Royale Belge 4,600 -15 Begale Belge 4,71 4,250 +20 | L'Orest | Rheinmetail Berlin 315 + 45 Rheinmetail Pri 246 + 46 Rhein West El 400.50 +0.40 | Bergesen A | Restle (Reg) 10,025 ~ Qer-Buertie (Br) 410 Pargesa Hild (Br) 1,080 ~ Pirelli (Br) 230 Richemont A (Br) 15,675 ~ Quantity (Br) 15,675 ~ Qu | |
| Soc Gen Beige 2,205 Soc Gen Beige AFV 2,205 Soc Gen Beige AFV 2,2050 +25 Softma 11,550 -100 | Lafaryo Coppee | Rhein West El Pri 324,40 +0.30 Rosenthal 286 | State of the same 200 | ROCDE LOF/ 4,300 | 25 1 |
| Solvey | Michelin B | Schering | Kraemer Free | Roche Genuss | 5 I |
| Tractebel | Orsan | Semess | Norse Story A rice | | |
| UCB AFV 21,600 +100 | Period Ricard 1,562 -23 Period Ricard 781 -12 Period Ricard 781 -12 | Veta | Skappes (1 M) 3.40 -0.10 Storil B | Sika Reg A | |
| DENMARK May 19 Kr + ar - | Printetops (An) 823 -16 Promodes 3,760 -40 | Viag | UMStorebrand Free 58ml Unitor | Seriss Bank (Br) 279 -1 Seriss Bank PtgCts 261 -6 Seriss Relas (Br) 2,670 +1 Series Relas (Ptg) 523 -1 | |
| Baltica Holding Reg 610 Bilcuben 276 Cartsberg A 294 6 | Rhose Poulenc Cts 646 . +2 | Zanders Felnpap 206 –2.80 | SPAZH | Swiss Relas (Ptg) 523 -] Swiss Vollspik 880 -] Union Bank (Br) 3,850 -2 Winterthur (Br) 3,370 -7 | 0 - |
| Danisco 820 | SILIC 610 | ITALY May 19 Line + or - | May 19 Pts. + or − Alba (Corp Fin) 5,470 −10 Aragonesis 1 325 −35 | Winterther (Ptg) 645 -6 Zurich les (Br) 4,230 -3 Zurich les (Ptg) 1,990 -5 | |
| East Aslatic 144 -6 FLS ind 8 690 -20 Great Nordic 330 -5 | Saint Louis | Banca Comm 2,905st -107 Banca Naz Agric 4,790st +300 | Aragonesas | | _ : |
| Great Mordle | Seb SA | Banton Lariano 3,590al -30 Bastogi-I R B S 130 -2 Benetton | Banco Exterior 3,475 -15 Banco Popular 11,430 +40 Banco Santander 4,855 +15 Banesto 3,005 -35 | | er - 7 |
| 1986 Bank Reg 1935 + 2 1986 Bank Reg 1935 + 2 1987 19 | Skis Rossignol 710 +18 Soc Generate de Fr 542 -13 Sommer-Allibert _ 1,577 +8 | Cirgo (Cardero | Banesto | AECI | : |
| Sophus Berend B 1,965 -15 Soperfos | Spie Batignolies 3647 Seez (Fin de) 338.405.60 Taltinger 2,96090 | Cigahotel | Dragados 2.040at -5 Ebro Agricolas 2.010 -5 Electra Viesgo 2.370 +20 Endesa (Br) 3.670 +20 | Anglo Att Corp 123.50 -2 | . 1 |
| Unidanmark A 200 –2 | Total 6 | Danieli & C | Ereres | Barlow Rand 59 -0 Buffels 22.50 -0 CNA Gallo 27.25 | .75 50 S |
| FINLAND Nay 19 Mits + er - | Salert Sobalin S84 Salert Sobalin S86 | May 19 | III 1 A-4-1- 1 030 -10 | | .85 .05 |
| Amer | Vallourec 257 -0.40 Worms Cle 344 -1 | Figits | Mapfre | East Rand Gold 5st Elandsrand Gold 18.50 +0 First Nat Bank 62.50st +0 | 25 F |
| Huhtarraid Free 108 -2 KOP | GERMANY | Gliardini | Repsol | Gencor | .05 N |
| Amer 71 Cultur 58.20 +0.20 Enso R 17.80 -0.20 Histornald I Free 108 -2 KOP 13.50 KOR B Free 399 -1 Kymmen 79 -1 Metra B Free 64.60 +0.60 Haida Pref Free 71 Polijola B Free 52 -2 Repola GFree 45 -1 Stockman 65 191 -3 | May 19 Dan. + or - AEG | italcementi | SNIACE 52. 52. 53. 52. 52. 53. 52. 52. 52. 52. 52. 52. 52. 52. 52. 52 | Highweld Steet 12.25 ISCOR 1.62 -0 Kinnoss Gold 38 | ios N |
| Ponjoiz B Free 52 -2 Repola (Free) 45 -1 Stockmann B ISI -3 | Aarthen Mch (Reg) 913 -7 Alfilanz AG 2.181 Alfilanz Iod 662.50 -3.50 | Magneti Marelli 766 +31 Mediobasca 12,775 -115 Montedison 1.465 +18 | Union Fenosa 601 -2 Union y el Fenix 4,430 -50 Uralita | Kloof Gold | .75 T |
| Tampella Free 11 +1.50 Usitas Bt C Free 14 -0.50 | Asko | Olivetti 3,032 +47 Pirelii & Co 4,450al Pirelii Spa 1,403 +3 | Urbis Ser 2 936 -16 Vallehermoso 2,245 | MaRold | : = |
| FRANCE | May 19 bas. + or - AEG | Flat | SWEDEN | Palabora Ming 70.50 Premier Go 44.50 Rembrasti Grp 28 Rembrasti Criti 20.10 | |
| AGF | BMW (B2) | Saffa A | May 19 Kramer, + or - | RUSL PIRT /9.20 = U Safesarber & Basele 97.50 = 1 | |
| Air Leave — 77 — 21 Air Leave — 658 — 8 Auxil Entrepr — 532 — 57 Axa — 1.014 — 12 | Berliner Kraft 120 -3 Berliner Kraft 120 -3 BHF Bank 440 +1.50 Riffing Bern 1.035 20+2.20 | San Paolo | Astra B Free 377 +4 Astra B Free 554 -11 Astra B Free 528 -6 Atlas Copco B 320 +3 | Smith (CG) Ltd 125 SA Brewers 57.75 | . P 25 7 |
| 810 | Billing Berg | Saffa A 6,480 -10 Salpern 1,625 +15 Sal Paolo 10,750 Sirti Spa 9,580 430 SMI 50 7,56 43 SIL 8PD 1,110 -5 SIL 1,881 -11 Toro Assicur 18,220 -480 Unicem 9,450 | Ericsson B Free 142al -2 Esselte B Free 14515 | Tongsat Hulett 22,50 Vaal Reefs 188 -2 | : 1 |
| BNP Cert for 409 -1.90 Bancaire Cie 486 ~17 | Continental AG 265.50 +2 | Unicem 9,450 | Gambro B Free 266al | Western Deep 106 +1 AUSTRALIA (configued) | \ <u>\</u> |
| More 19 Yes + sr - { | May 19 Yes + er - | May 19 Yes + er - Nikko Sec 670 +23 | Stay 19 Yen + or - Talyo Fishery 390 -5 | | 7- 8 02 |
| Allmorsoto | Japon Radio | Nikon Corp 692 +17 Nintendo 11,500 +400 | Talyo Fishery 390 -5 Takaska Electric 664 +24 Tatara Shuzo 680 +20 Takashimiya 1,210 | Minoroc 0.16 +0 Mat Aust Bank 7.95 +0 | .01 P |
| All Mippos Afrests 1,060 +10 Alps Electric 1,030 +20 Amada Co | Japan Wool | Mippon Denko | Takashimaya 1,210 Takashimaya 1,210 Takasha Chem 1,130 +10 Tanushe Selyaku 930 +10 Talilio 468 +5 Telkoku 00 678 +7 | News Corp | .12 .05 |
| Amitsu 937 +12 Anki Corp 525 +13 Arabia Oil Co Lid 4,910 -50 Asabi Breweries 1,180 +10 | Kagome | Nippon Fire | Tekken Corp 816 +7 | PanconLinental 0.87 -0 | .06 .01 .01 |
| Amilias 727 +13 Aski Corp 525 +13 Aski Corp 525 +13 Aski Corp 525 +13 Aski Grewicz 1,180 +10 Aski Grewicz 1,180 +10 Aski Grewicz 1,110 +10 Aski Opticz 1,110 +10 Aski Opticz 424 +14 Aski Opticz 424 +14 | Kagome 950 +10 Kajima 1,160 +20 Kajima 1,160 +20 Kajima 1,160 +20 Kajima 1,160 +20 Kanena 1,160 +20 Kanena 1,160 +20 Kanena 1,160 +20 Kanena 1,160 +12 Kanena 1,160 +12 Kanena 1,160 +10 Kanena 1,160 +10 Kanena 1,100 + | Nippon Fire | Tolsahma Corp - 576 -3 Tolsahma Corp -576 -3 Tolsahma Corp -576 -3 Tolsahma Corp -576 -3 Tolsahma -576 -3 -576 -3 -576 -3 -576 -3 -576 -3 -3 -3 -3 -3 -3 -3 - | Pieser Intl | 01 |
| Asics Corp 490 +7 Atsugi Nylon 625 +10 Bannu Phurm 1,060 -50 | Kantenatists Corp 550 +5 Kanteal El Power 2,450 +40 Kanteal Palett 530 +15 Kao Corp | Nippon Mining 477 +12 Rippon 011 740 +21 Alippon Paint 600 +10 | Tokal Bask | Rothmans Aust 9.40 -0 SA Brewing 3.10 +0 | .04 C |
| Banyu Pharm 1,060 —50 Bridgestone 1,160 —20 Brutker ind 425sil +13 C iton 457 +11 | Kawasiki Heavy Ind 438 | Milepan Palot | Tokico | Santos | 01 E |
| C Roth | Kellde Elec Expres: 650 +30 Kelo Tetto El Rw 620 +28 Kildkosnan 934 -5 | Nippon Samo 523 + 144 Nippon Samo 1,100 + 30 Nippon Shet Stas 503 + 128 Nippon Shinyaku 725 + 15 Nippon Shinyaku 1,220 + 20 Nippon Stata 569 + 49 Nippon Stata 569 + 49 Nippon Stata 580 + 10 Nippon Stata 580 | Tekyo Dotne 1,810 +30 | TNT | .04 Ū .01 02 |
| Canon Sales | Kinden | Nippon Stainless 569 +9 Nippon Steel 314 +1 Nippon Subsan 580 +10 | Telgro Electron 1,91020 Tokyo Gas | Wesfæriners 5.85 40 Western Milping 5.12 -0 | .es |
| Central Finance 350 +3 Central Glass 476 +12 Chiba Bank 801 -29 Chibada Corp 1,680 +20 | Koltu Mani 891 Kokusai Electric 2,560 460 Kokusai Electric 2,330 490 Komatsu 660 +17 | NTT | Tokyo Stell | Westfield Trest 2.27 -0 Westpac 3.94 -0 Woodside Pet 3.90 | .01 |
| Central Gress | Komatsu 660 +17 Komatsu 610 +10 Komatsu 610 +10 Komatsu 611 -19 | Nippon Yakin | Tones Corp | HONG KONG | } |
| Chugoty El Power 2,110 +20 Citizen Warch 844 +1 Dalcel Chymical 645 +17 | Koyo Seiko Co | Missari Diese | Torsy ted | May 19 H.K.S + | # - |
| Daldo Steel | Komassi 660 +1.7 Konica 610 +1.0 Koye Seliko Co 611 +1.0 Koye Seliko Co 611 -1.9 Kuyea Gorgo 540 +1.4 Kumagai-Gordi 575 Kumiai Chemicai 559 +1.9 Kurabo Ind 525 Kuraway 1,160 +1.0 Kurabo Ind 525 Kuraway 1,160 +1.0 Kuraba Water 2,200 Kurata Water 4,90 +1.20 | Nissin Div | Toshiba Mackisery 821 +11 Toshiba | | .10 |
| Dailylin | Kurita Water 2-00 Kyodo Salayo 469 -120 Kyodo Salayo 469 -24 Kyotari 1,350 Kyotari 1,350 Kyota Hakka 1,090 +20 Kyota Salama Ba 705 +4 Kyusa Salama Ba 705 +4 Kyusa Salama Ba 204 +40 | Nissin Food 2,310 470 Nissuko 660 +10 Nissuko 420 +5 | Toyo Construct 668 +20 Toyoda Anton Loca 2,990 +20 Toyo lak | Balin List Ratia 27.40 -0 -0 -0 -0 -0 -0 -0 | 25 50 10 |
| Dalkee Kieke 1.150 +50 Dalmaru Inc 560 +10 Dal Nippén ink 475 +14 Dal Nippén ink 475 +40 | Kyowa Hakko 1,090 +20 Kyowa Saitama Bi 705 +4 Kyushn Ei Power 2,240 +40 | Nitto Denks 1.380 +20 Normara 1.420 +20 Noritake 900 +20 | Toyo Kasetsu 925 -4 Toyo Selkan 3,280 +40 Toyota Motor 1,480 +10 | Evergo | : 25 |
| Dal Nippos Print 1,460 -10 Dal Nippos Toryo 437 46 Dalshman Paper 2,050 -50 | Lion Corp | Otalogu Electric Roly 770 +7 | Topo Tist | Hang Lung Der 10.50 -0 Hang Seng Bank 43 Harbour Centre 7,85ml | .10 |
| Dal Tobyo F&M 589 580 581 581 581 581 581 581 581 581 581 581 | Marcia Carp 1,170 +40 Matcino Milling 775 +15 Makita Corp 2,080 +20 Marybeni 430 +10 Marydai Food 82 -18 | Okuma Corp 1,020 433 | UBE inds | HK & China Gas 13.20 +0 | .05 .30 .20 .15 |
| Denny's Japan 3,150 +100 Down Fire & Mar 528 +14 Down Mining Co 592 +13 | Marubeni | Otympus | Victor (JVC) 999 +27 Wacoal 902 +3 | HK Alreraft 22.10 +0 HK Electric 17.90 +0 HK Land | :10 |
| Ebara Corp 1,510 +20 Eissi 1,430 +40 Ezaki Gilco 1,340 +30 | Maruinal Food 542 - 1330 - 154 | One Planta | Yamaha Corp 1 130 +70 Yamaha Motor 933 -31 Yamahi Securites 586 +6 | HK Reaky & Tr A 9.30 HK Telecom 9.80 +0 Hopewell Hidgs 5.35 -0 | |
| Falls: 4,570 +100 Fode Construction 640 +28 Full Sank 1,480 +50 Full Sectric 607 +22 | M*Shitz Koto 1920 +20 M*Shitz Refrig 690 -30 Masha Netrop 445 +20 Menj Milk 887 -3 Melji Selta 701 -2 | Osaka Gás | Linerare Interlace - 1.450 | Jardice inti Mtr 7.25 | |
| Fuji Film 2,940 +30 | Milosel Coca Cola 2,630 -50 | Renows | Yasada Fire 665 +10 | Jardine Strategic 23.60 -0 Kowloon Motor 10.10 +0 Mandarin Orien; 6.75 | <u> 15</u> |
| Full Heavy Ind 357 +2 Full Splaning 510 +10 Fojikura | Milaoita Camera 394 +2 Milaoita Camera 394 +2 Milawa Home 1,460 | Ricoh | Yasada Ts. & Big | Realty Der A 17.30 | .30 .25 |
| Folklara 623 45 Fullstewa Pharm 1,150 40 Fullst Kanko 1,760 440 Fullst 1,760 45 Fullst 1,760 45 Fullst 1,760 410 | Minghest | Quinne Busic | Yokohama Rakber 600 +5 Yokohama Land | Shell Elec Mfg 2.58 +0 Shree Darby 8.90 | 13 107 |
| Galden | NATIONAL PROPERTY AET AET | Sacrio | Yeasa Battery Co 760 +20 Zexel Corp 650 +11 | Swire Pacific A 33.75st +0 Swire Pacific B 5.55st +0 Tele Broadcast 7.85st +0 | 경 85 86 |
| Green Cross 990 | | | AUSTRALIA May 19 AustS + or - | Wieser led 12.60 -0 | .10 .10 |
| Hankiye Corp 601 -3 | M'rishi Petchem 850 +15 M'rishi Petchem 850 +15 M'rishi Passles 468 +20 M'rishi Strei 780 +13 M'rishi Strei 780 +18 | Sampo Kotesta 777 Sampo Kotesta 735 Saporo Brews 969 + 45 Saporo Brews 969 + 45 Selbu Rallway 2,250 + 50 Selbu Rallway 2,250 + 50 Selbu Rallway 1,100 + 50 Selbu Chemical 100 Selbu Chemical 100 | AWA | | .05 |
| Haster Selto | M (15th trial Relation 155 +15 | | Amoor | | |
| Hirose Electric 3.530 +10 | Missel Co | Set181 Corp 427 -13 | ANZ Bank 436 -0.07 Anst Gas Light 3 -0.03 | Boustead | ا ولا |
| Hiroshima (Bank) . 520 +21 Hitacki Cable 695 +14 Hitacki Cable 695 +14 | Micoli Marine 694 +3 Wisal Mog & Sm 385 +14 Micol Osk Line 410 +3 | Seven - Eleven | Armotis | Makti Purpose 1.06 -0 | # II |
| Hischi Creat | Missal Moy & Sm | Shionogi | Borg ville Copper . 0.35 +0.03 Brambles inds 17.62 +0.02 Bridge fill 6.49 | Sime Darby 3.90 –0 | .ā6 |
| Hitachi Sales 566 -4 Hitachi Zosen 504 +17 Holdaido Elect Per 2,090 +30 Holdaido Elect Per 552 -8 | Mitsul Trä-Bk 870 445 Mitsul Trä-Bk 870 445 Mitsumi Elec 1,010 +30 Mitsumi Elec 1,010 +30 Mitsumi Elec 1,010 430 | Shows Aluminium 566 +1 Shows Deciso 340 +43 Shows Clos Wiles 540 | Burns Philip 3.61 +0.05 CSR | | Ξ∥ |
| Hokkaldo Talosta 532 -8 Hokarliku El Pwr 2,340 +80 Hoda Motor 1,510 -20 | Mizuso Sporting 1,090 +30 | Showa Sangyo 505 +23 | CRA | חמל וו זה | .01 .10 |
| Horste Paper 589 -2 Horste Feed Ind 2,100 -40 | Mori Selki | Complementalis 750 44 s | Calitz Alba | Gestling 7.75 +0 | 65 |
| H | NEC Corp | Sumitodio Cement 475 +21 | Cornalico 3.90 -0.02 Corom Bir Aust 7.72 +0.08 Crusader 1.15 +0.03 | Keppel Corp 8.10st | io |
| 176 -4 176 -4 176 | NHK Spring | Semitomo Corp 886 +4 Sumitomo Elect 1,060 +10 | Dominion Mag 0.51 -0.01 Email 3.94 -0.03 Energy Res 1.14s FAI letyraness 0.61 -0.01 | Singapore Press 8.45ml Straits Trading 2.72ml | - 11 |
| Setan 2250 +70 | NSK | Sentono Ugit M 452 42/ Sunitono Marine 731 +6_ | Fletcher Chillinge 2.64 +0.02 Fosters Brewing 1.92 -0.07 | Tat Lee Bank 3.2851 UOB 6.70 +0 | ios |
| tonam Foods | NTN Toyu Bearlog 497 +15 Nechri Fellkoshi 490 +11 Negazakiya 1 380 +30 Nagazakiya 760 -5 Nagoya Railrosa 560 +7 | Sentono Metal Mo., 308 +12 Sentono Metal May 825 +18 Sentono Realty . 734 -4 | Highlands Gold 1 39 -0.03 | Price data supplied by Telekuri | — ' ' |
| 1,550 1,550 | National House 1,720 +20 Nichil | Semitonic Fr&Bk . 948 +13 Sestions Wardens . 605 Suzziki Motor 736 -7 | ###################################### | NOTES - Prices on this page quoted on the individual exclusion are mostly last traded price oranglishie. # Dealings suspend | ire as inges s. (a) |

JOTTER 78

| <u> </u> | | | | | | |
|---|--|--|--|---|--|--|
| TORONTO | 63700 Corel Syn u6347g 23 237g -1g 700 Concention 57 7 7 | \$100 Lawrent Op \$5 /c 45 /c | 5 tu 8 +3g | 184800 Ryf1 | = | |
| 4:00 pm prices May 19 | 13000 Crownit A 136 130 150 | 1900 Loblaw \$175, 171 ₂ | 1712 -1 | 1905 St.an 18600 Step | wa Re RS | 56 65 46 |
| Ougstations in cents unless marked \$ | 3800 Denison A 42 42 42 9300 Denison 36 5% 6 120000 Denison \$14% 14 14 | 547300 Meckenzie SS% 5½ 62300 Meckenzie SS% 5½ | 5% 18% | 14200 Stor | MPaper \$183 1 10 Hos \$133 1 Fam Co \$144 14 | 65 165 +4 34 135 -4 31 1434 |
| 1900 Abhibi Pr \$15 ² s 15 15 14400 AgnicoEa \$5 ¹ s 5 5 - ¹ s | 120000 Doteston \$144 14 14 14 1800 Doteston The \$74 75 75 75 15 15 15 15 15 15 15 15 15 15 15 15 15 | 56600 Nagna IntA \$3214 32 | 32 -4 | 15800 3 | Cum A * \$43% 4 | 3 3 - |
| 14800 Air Cda. \$51c 51g 51c +1g 40700 Abria En \$111c 111c 111c +1g | 1800 Dominin Tat \$71, 71, 71, 41, 38500 Dominin Tat \$71, 71, 71, 41, 38500 Domini Isc \$71, 71, 71, 71, 41, 5800 Domini Isc \$71, 451, 451, 451, 451, 451, 451, 451, 45 | 8200 Mpi Li Fda \$165 ₈ 165 ₈ 10400 Marri T&T \$195 ₈ d191 ₂ | 10% +4 | 215800 Bha 172405 St4L | Syst \$14% 1 | 84 85 54 144 -4 |
| 3700 ABNIGes \$14 13% 13% | | 8700 Mark Res 500 490 14600 MDS Heb S \$17-1 17-5 | 500 175 ₈ | 90400 Sono | Groups #1115] one Gld 13 | 15) 115) 12 13 +1 |
| 418700 Alcan Al x \$24% 34% 34% +4, 199706 Am Bart \$30% 29% 29% -4, | 108000 Eshe Say M | 44900 Metasi Min \$12 ¹ 3 12 100 Minnova x \$16 ³ 6 16 ³ 3 | 12 —_ 16 ⁾ 2 | 2506 Sout 25207 Spe- 16400 Steh | r Aero 519 1 | 71 173 +4 83 183 -4 660 -675 +10 |
| 1300 Aleo Cl 1 \$10 ¹ 2 d10 ¹ 2 10 ¹ 2 -18 | 8500 Euro Nev \$17% 16 184 +4 | 59700 Miller Corp 178 161 54100 Moleon A \$344, 344 | 175 +14 344 | 176200 Tecl | k 8 - \$18% 1 | 51 ₂ 184 |
| 263800 Bk Month? \$43% 48 48% -% | 9500 FP1 Lbg 410 416 415 | 152500 Moors Corp \$24% 24% 24% 24% | 9 34.2 +√* | 215900 Tele 146700 That | 1515 1513 1616 1616 1616 1616 1616 1616 1616 1616 1616 1616 1616 1616 1616 1616 | 34 134 +4 44 144 -4 64 184 -4 15 275 -5 |
| 13200 BC Segar A 50% 9 8% -% 194800 BCE Inc 344% 43% 44% +% | 5000 Fahruskvine \$0 8% 8% 8% 171300 Fineling \$12% d12 12 12 15 5900 Fel Mars A \$000 8% 8% 8% 14 | 58000 Nat Bu Can 85% 5% | 8% +4 | 169300 Tor 8 24300 Tors | Dom 8k 5167 ₆ 1 | 36 133 +4 44 144 -4 64 164 -4 112 212 -1 10 10 +2 21 124 +4 |
| 21000 Belmoral 13 12 13 +1 | 1400 Forth x 5214, 211, 214, 24700 Four Seesn \$203, 201, 201, 44, 22200 Francollev \$25 244, 247, | 1700 Some led A : \$6 ⁵ 2 6 ⁷ 4 2700 November or \$5 ⁴ 4 5 ³ 4 | 612 814 +14 | 323900 Tran 137500 Tran | MAÁGA S125 L | 25 125 +5 65 165 |
| 24100 BGR A SS 4 6 8 84 -4 153900 Bominder8 2 \$13 4 612 4 12 7 -4 | 22200 FrancoNev \$25 24% 24% | 162600 Noranda \$18 ¹ 2 17 ⁷ 8 200 Noranda \$22 ⁷ 9 22 ⁷ 9 | 18½ 1 22½ | 2500 Trin 53400 Triz | MAC SEA | 63 63 -4 53 4 -4 |
| 79000 Sew Valley 510 ¹ 2 10 ¹ 2 10 ¹ 2 700 SP Canada \$12 ¹ 3 12 ¹ 5 12 ¹ 5 + ¹ 5 | 400 Gelectic 20 20 20 700 Gendls A \$19 d19 10 | 76300 Norcolating a \$18% 18% 18% 17% | 165 485 +15 | 500 UAP | | 73, 171, |
| 142900 Bramsles 205 190 190 -10 82000 Brascan A \$18 ¹ 4 18 ¹ 5 18 ¹ 5 -14 | 46100 Georgia G16 386 380 385 410 | 500 Northgate 75 76 487500 Nova Corp 55 ¹ ₂ 6 ¹ ₂ | 76 85 | 2000 Unio 1400 Unio | onEnt \$15 boaCorp \$27 Doming \$10% at | 77 27 =kı |
| 39200 Breskwaser 50 47 50 49 25800 BC Tel \$21 4 520 4 21 | [168300] Gad Char St. 28 2 8 4 8 2 +1 | 2000 Romaco WSV \$5 8 4106 Nutraio OH 500 495 | 5 | 4400 Vice | _ | 435 435 +6 |
| 3600 Bruncor 518 ³ 2 18 ³ 4 18 ³ 4 - ³ 4 500 Brunswick \$8 ³ 4 8 ³ 4 8 ³ 4 - ³ 4 | | | | 45300 With 1900 West | oest E \$17% ton Geo \$38%, 3 | 017 17% — 812 3612 +% |
| 53700 CAE ind \$614 614 615 -12 | 2000 HarrisSt A 584 64 64 -12 400 Harrison Sid \$23% 23% 24 29700 Hees Inst x \$144 d15% 13% -4 | 74000 Ocelot A \$15 % 135 135 1300 Oraz Corp \$7 % 7 % 15 65600 Oceans A x \$17 % d17 | 134 74 +4 174 -4 | 454200 WIC 1 - No voting | : B \$144 g rights or restru | 14 144 +4 sted volting rights |
| 26700 Cambior \$5 to 8 to 8 to 14 to 3000 Cambridge \$19 18 to 18 to -14 | 290800 Hemio Gold \$83, 93, 93, 92, | 4500 PWA Corp \$514 619 80900 Pegurian A 456 450 | 51 ₈ —1 ₈ | | | |
| 104500 Cemeca \$16 15% 15% 15% 14500 C'heli Res 55 53 53 -9 | 29900 Home Oil \$15% 15% 15% 4% | 33900 Panedn Pel \$251, 25 39000 Pepasus \$151, 147, | 25 —1 ₂ 15 —1 ₆ | 1 | MONTRE | |
| 121100 Cenimplik 5264, 274, 274, -4, 1600 Cen Double 5254, 254, 254, 254, | 18300 Horsham 58 t 9 9 1200 HadsBey445 55 5 6 t 6 t 3800 HudsonsBay 530 t 29 7 30 -t | 5100 Ploneer Mt 15 15 321300 PlacerDome \$13 12% | 15 124 -4 | 4:0 | 0 pm prices | May 19 |
| 263200 Can Pac \$16 ¹ 4 17 ¹ 4 18 - ¹ 4 100 Can Tire \$20 ¹ 2 20 ¹ 2 20 ² 2 | 80000 tmaseo \$37½ 37½ 37½ 34800 tmp Od \$43 42½ 42½ -½ | 185900 Power Corp \$141 ₂ d141 ₄ | 445 -6 141 ₂ -1 ₂ | 1 <i>55</i> 800 Book | ordiarB z \$13% ar | 214 1216 -ነ |
| 200200 CanTire A \$18 ¹ c 18 18 +1c 48400 Can Util A \$19 ² c 19 ² c 19 ² c 19 ² c -1c | 115000 inco \$35\\ 35\\ 35\\ -\\ | 5600 Power Fin \$191, 161, 213100 Provigo \$71, d7 | 19 ¹ g — ¹ g | 12200 Can 54700 Can | ntolor \$85 <u>1</u> Imp 8k \$281 ₂ 2 | 87g 87g +4g 74g 274g -4g |
| 200 Can US 8 \$19 t, 19 t | 5000 improfipe : \$245 d245 245 16000 invest Grp \$251 235 235 235 -1 | 200 Quebecor A 1/513 1/2 1/31/2 | 1314 | 500 Cani 13300 Can | Marconi 516 | 16 16 75g 734 +1g |
| 125200 Cartor \$28 27 4 25 +4 18300 CaPeForest \$28 4 27 4 27 4 | } | 333700 Ranger Oil \$81 ₂ 81 ₄ 1500 Rayrock \$51 ₂ 53 ₆ | 812 54 -4 | ľ | _ | 74 74 +49 |
| 28900 Cara Op 450 440 450 46 300 Cascades 574, 74, 74, | 1500 Jannock \$167; 15%; 15%; +1%; 300 Karrhods x \$15%; d15 15 | 500 Reed Sten \$2312 2312 3800 Reitman S \$15 18 | 23½ 15 | 158800 Mac | | 13a 113a 85a 83a |
| 100 Celemene \$44 ¹ 2 44 ¹ 2 44 ¹ 2 1400 Critri Guz 20 20 20 | 55700 Laber: \$25 ¹ 2 25 ¹ 4 25 ¹ 5 271600 Lac Mints \$8 ¹ 5 6 8 + ¹ 5 | 50500 Ren'esance \$14 135 ₂ 30700 Repap Ent 450 445 1100 Ro Algen x \$17 163 ₄ | 134 -4 450 +10 | 18300 Pros 2000 Quet | vigo S74 | 8% 6% d7 7% 14 14 |
| 53500 Cheps Ode 253 d215 220 -05 2300 Chri Fd A 465 460 480 | 271600 Lac Mints \$816 6 8 416 7200 Laterga x u52012 2014 2012 +136 9000 Laidigw A \$12 1136 12 +16 | 1190 Ro Algert x 517 16 kg 123300 Rogers Cottli 514 13 kg 2000 Rothmans 591 95 | 184 +1 ₀ 14 +1 ₁ 91 -1 ₄ | 20700 Tele | | 31 ₂ 131 ₆ +1 ₆ |
| 4900 Comingo \$20% 20% 20% -% 8000 Coputation 72 70 70 | 7200 Laferga x u520½ 20½ 20½ +3; 9000 Lafelgav A 512 11¾ 12 +½ 9900 Lafelgav B 512 11¾ 117 500 Lament Sk 510 10 19 -¾ | 424290 RoyalBuCan \$23 % 23 % 186100 RM Oak Wa 195 185 | 23 ¹ 4 - ¹ 4 190 + 5 | 9600 Vide | otron \$16 12,526,200 share | 78 HE |
| 1 10 10 | | | | | | - |
| | IND | ICES | | | | |
| NEW YORK | | | | an Man | | |
| | | | | | | |
| DOW JONES May May May May | · | May 18 | May M | ay May 5 5 14 | HIGH | LOW |
| | 4 HIGH LOW HIGH LOW 3.88 3397.99 3172.41 3397.99 41.22 | AUSTRALIA All Ordenics (1/160) 1466.3 | 18 1 2668.5 16 | 5 14 59.3 1679.7 | HIGH 1682 70 03/50 | LOW 1545.30 (9/4) |
| DOW JONES May May May May 19 18 15 1- | 4 HIGH LOW FIGH LOW 8.88 3397.99 3172.41 3397.59 41.22 10153 1271 (195722 27/152) 33 100.17 98.41 100.17 54.99 | 19 AUSTRALIA AU Deficier (1/1/80) AU Hiskey (1/1/80) AUSTRIA | 18 1 1668.5 16 693.6 6 | 5 14 59.3 1679.7 99.6 706.8 | HIGH 1682 70 03/39 71,7 20 05/2 | 1545.30 (9/4) (60).30 (2/1) |
| DOW JONES May May May May May 19 18 15 1- 4Industrials 3397.99 3376.03 3353.09 3368 | 4 HIGH LOW HIGH LOW 8.88 397.99 31.24 397.99 41.22 0.959 27.11 100.17 54.91 83 100.17 98.41 100.17 54.93 101.17 00.93 109.57.92 (7.10,81) 1479 1467.68 1301.57 1532.01 12.32 | 19 AUSTRALIA AU Ordinarie: 0,7,800 AU Nision 0,7,800 AU Nision 0,7,200 AUSTRIA Custi, Aktien 00,12,809 Tradeo labet 27,7,701 477.70 | 18 1 1668.5 16 693.6 6 406.04 40 | 5 14 59.3 1679.7 | HIGH 1682 70 03/50 | LOW 1545.30 (9/4) |
| DOW JONES May | 4 HIGH LOW HIGH LOW 8.88 397.99 3172.41 3977.99 41.22 19.55 2211 19.575.99 27.752 83 100.17 98.41 100.17 54.99 10.915 2003 10.915.722 (7.158) 1.49 1467.68 1301.57 1532.01 12.32 2002 640 (7.989) 687(33) 6.53 225.99 200.74 296.23 10.50 | 19 AUSTRALIA AU Britanic D./1800 1166.5 AU Britanic D./1800 497.1 AUSTRIA Creft Artin C0/12/89 407.55 Trades Index C2/1/91/ 977.70 BELZO GUI/91/ 1221.84 | 18 1 1665.5 16 693.6 6 406.04 40 972.46 95 | 5 14 59.3 1679.7 99.6 706.8 1.01 463.79 | H#GH 1682.76 03/59 71,7.20 025/2 458.57 04/2 | LOW 1345.30 6940 640.30 6270 372.24 6210 |
| DOW JONES May May May Na 19 18 15 1- 4Indestrials 3397.99 3376.03 3353.09 3364 Home Bonds 100.17 100.07 99.96 99. Transport 1373.13 1372.57 1374.07 2378 Utilikus 213.95 212.44 212.01 212 | 4 HIGH LOW HIGH LOW 1,888 3397.99 3172.41 3397.99 41.22 1095 2711 10957 2717.53 3 100.17 98.41 100.17 54.99 1,953 2093 (195782) (1,0813) 1,47 1457.68 1301.57 1552.01 12.32 1,49 1267.68 1301.57 1552.01 12.32 1,40 1267.68 1301.57 1552.01 12.32 1,40 1267.68 1301.57 1552.01 12.32 1,40 1267.68 1301.57 1552.01 12.32 1,40 1267.68 1301.57 1552.01 12.32 1,40 1267.68 1301.57 1552.01 12.32 1,40 1267.68 1301.5 | 18 ALISTRALIA AU Differente (17,160) AU Hiseny (17,160) AUSTRIA Crefit, Action (20,12,184) Traden Index (27,171) Spec. Grand | 18 1 1665.5 16 693.6 6 406.04 40 972.46 95 | 5 14 593 1639.7 996 706.8 1.01 463.79 7.49 963.47 | H#GH 1682 70 03/50 71,7 20 05/20 458,57 (24/2) 1099 43 (24/2) | 1545.30 6940 680,30 62/11 372.24 62/11 902.64 62/21 |
| DOW JONES May May May Na 19 18 15 1- 4Indestrials 3397.99 3376.03 3353.09 3364 Home Bonds 100.17 100.07 99.96 99. Transport 1373.13 1372.57 1374.07 2378 Utilikus 213.95 212.44 212.01 212 | 4 HIGH LOW HIGH LOW 8.88 397.99 3172.41 3997.99 41.22 19.95 20.11 (9.95.82) 27/152 83 100.17 92.41 100.17 54.99 1.95 20.21 (10.95.72) (1.95.72) (1.95.72) 2.49 1467.88 1301.57 1332.01 12.32 2.072 640 (9.999 687.03) 2.53 25.59 200.74 (9.999 687.03) 2.54 (9.10) 6840 (271.90) 684(32) | 19 AUSTRALIA AU Defender (17,1800 1166.5 AU Missey (17,1800 697.1 AUSTRIA Custia Akties (30,12,184) 407.60 Tradeo labet (27,1710 977.10 SEL (20,184) 1221,84 DEPMARIK | 18 1 2668.5 16 693.6 6 406.04 40 972.46 95 1235.21 120 337.36 | 5 14 593 1679.7 996 706.8 1.01 463.79 7.49 963.47 6.08 1215.12 | HIGH 1682.70 D3/31 11.7.20 C5/20 458.57 C4(2) 1899.43 C4(2) 1234.72 C4(3) | 1.00 1545.50 (6)40 640.30 (2)11 3172.24 (2)11 901.64 (2)21 1097.23 (8)(1) |
| DOW JONES May May May Na 19 18 15 1- 4 Industrials 3397.99 3376.03 3395.09 3366 Rome Books 100.17 100.07 99.96 99; 7 ranspart 1379.13 1372.57 1374.07 1376 Utilities 213.95 212.44 212.01 212 | 4 High LOW High LOW 388 397.99 3172.41 3977.99 41.22 (1953 21)1 (1957.22) 27/52 27/52 83 100.17 92.41 100.17 54.99 (1953 20)1 (1957.22) (1057.22) (1057.22) (20)2 640 (1957.22) (1057.22) (1057.22) (20)2 640 (1957.22) (1957.22) (1957.22) (20)2 640 (1957.22) (1957.22) (1957.22) (20)2 640 (1957.22) (1957.22) (1957.22) (20)2 640 (1957.22) (1957.22) (1957.22) (20)2 640 (27/90) 644/322 (20)2 75 High 3413.37 (3998.24) Low 3350.41 (3949.92) | AUSTRALIA AU Bridnories D/1,800 AU Bridnories D/1,800 AU Bridnories D/1,800 AU Bridnories D/1,800 AUSTRIA Funda Antion CO/12,800 Funda Antion CO/12,800 FELZO G/1,910 DEPMAROK Copenhage SE G/1,800 FEX General CE/12,900 FEX General CE/12,900 FEX General CE/12,900 FEX GENERAL CE ACC General CE/12,900 550,386 | 18 1 1665 16 1636 6 1636 6 1656 6 1657 6 1657 6 1657 1 165 | 5 14 593 1679.7 996 7068 1.01 483 79 7.49 983-47 6.08 1215 12 60 338.9 57.5 849.7 372 591.85 | HIGH 1682 70 0.179 117 20 0572 117 20 0572 1281 72 042 1291 43 042 | 1545.30 (5/4) 640.30 (2/1) 372.24 (2/1) 902.64 (2/2) 1097.23 (8/1) 326.35 (9/4) 778.30 (6/4) |
| DOW JONES May May May Na 19 18 15 1- 4 Industrials 3397.99 3376.03 3353.09 3364 Home Bonds 100.17 100.07 99.96 99. Transpert 1379.13 1372.57 1374.07 1378 Utilities 213.95 212.44 212.01 212 4 STANDARD AND POOR'S Composite † 416.37 412.81 410.09 413 | 4 HIGH LOW HIGH LOW 8.88 397.99 3172.41 3977.99 41.22 19.55 22/11 19.51 20/12 19.51 20/13 10.17 98.41 100.17 54.99 19.51 20/23 10.92 20/23 10.92 20/2 | AUSTRALIA AU Indisorie DJ/1800 AU Nisios QJ/1800 AU Nisios QJ/1800 AUSTRIA Ordin Artics CO/12/849 Tradeo Index QJ/1/9U REL GRUM REL 20 (UJ/9U) DESMARRY COPONINGS SE GJ/1830 SEX GRUM REX FRANCE REX FRANCE REASONE REX FRANCE REX FR | 18 1 1665 16 1636 6 1636 6 1656 6 1657 6 1657 6 1657 1 165 | 5 14 593 1679.7 796 7068 11.01 463 79 7.47 463 47 6.08 1215 12 (c) 338.9 57.5 849.7 | HIGH 1462 70 03/9 17 20 05/2 17 20 05/2 458.57 04/2 1999 43 04/2 1234 72 0/3 365.29 05/10 105.90 04/2 553.90 02/9 2077.49 01/5 | 1545.30 (9/4) 640.30 (2/1) 372.34 (2/1) 902.64 (2/2) 1097.23 (8/1) 326.35 (9/4) 778.30 (9/4) 475.33 (2/1) 1749.91 (2/1) |
| DOW JONES May May May Na 19 18 15 1- Almbertrials 3397.99 3376.03 3353.09 3366 Home Bonds 100.17 100.07 99.96 99. Transpert 1373.13 1372.57 1374.07 1378 Utilities 213.95 212.44 212.01 212 Composite + 416.37 412.81 410.09 413 Industrials 491.77 487.50 484.06 487. | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3977.99 41.22 0.959 2011 0.9578.92 207.52 2015 0.959 2011 0.9578.2 207.52 2015 0.959 0.9578.2 0.9578.2 0.9588.2 0.95 | AUSTRALIA AU Didisories 17,7,800 AU Didisories 17,7,800 AU Mission (17,7,800 AU Mission (17,7,800 AUSTRIA Didisories 10,7,1800 AUSTRIA Didisories 10,7,1800 BEL 20,7,1711 | 18 1 1668.5 16 1693.6 6 172.46 95 1225.21 120 337.36 851.3 8 547.13 54 2651.64 202 708.13 177 | 5 14 593 1679.7 796 7068 1.01 483 79 7.47 983 47 6.08 1205 12 62 338.9 57.5 \$49.7 372 531.85 1.65 2007.09 6.05 1704.65 | HIGH 1642 70 03/9 117 20 05/2 458.57 04/2 1999 43 04/2 1234 72 07/3 365.28 05/10 105.90 04/2 55.90 04/2 77.54 03/3 275.70 03/3 | 1545.30 (9/4) 1545.30 (9/4) 1545.30 (2/1) 372.34 (2/1) 901.64 (2/1) 1097.23 (8/1) 326.35 (9/4) 778.30 (9/4) 475.53 (2/1) 1744.91 (2/1) 1813.80 (8/1) |
| DOW JONES May May May Na 19 18 15 1- 4 Industrials 3397.99 3376.03 3353.09 3364 Home Bonds 100.17 100.07 99.96 99. Transpert 1379.13 1372.57 1374.07 1378 Utilities 213.95 212.44 212.01 212 4 STANDARD AND POOR'S Composite † 416.37 412.81 410.09 413 | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3977.99 41.22 10.959 2011 10.9578.0 20752 20752 20752 10.959 20.11 10.017 54.99 10.959 20.13 10.017 54.99 10.959 20.13 10.9578.20 10.9578.20 11.252 10.95 20.13 10.57 1552.01 12.52 10.95 20.14 10.017 20.12 10.50 10.95 20.13 10.50 10.9578.20 10.9578.20 10.95 High 3413.37 G398.20 Low 3350.41 G399.92 10.95 High 3413.37 G398.20 Low 3350.41 G399.92 10.95 High 3413.37 G398.20 Low 3350.41 G399.92 | AUSTRALIA AU Bedeories D/1/800 AUSTRAL AU Bedeories D/1/800 AUSTRIA AUSTRIA AUSTRIA AUSTRIA Fordi Adries CO/1/80 Fordi Adries CO/1/80 Fordi Adries CO/1/80 FORDI AUSTRIA DESMARRY COSCINOS CO/1/80 DESMARRY COSCINOS CO/1/80 FORDI | 18 1 1668.5 16 1693.6 6 172.46 95 1225.21 120 337.36 851.3 8 547.13 54 2651.64 202 708.13 177 | 5 14 593 1679.7 996 706.8 1.01 483.79 7.49 963.47 6.08 1215.12 60 338.9 57.5 949.7 372 591.85 1.95 2007.09 817 704.65 | HIGH 1652 70 0.179 117 20 025/2 117 20 025/2 1297 43 024/2 1294 77 04/3 365.29 05/10 95.90 04/2 55.90 02/2 571.49 0.1/3 | 1545.30 (9/4) 1545.30 (9/4) 1545.30 (2/1) 172.34 (2/1) 1047.23 (8/1) 1547.23 (8/4) 1778.30 (8/4) 475.53 (2/1) 1749.91 (2/1) 1643.26 (8/1) 1853.80 (8/1) |
| DOW JONES May May May Na 19 18 15 1- Almbertrials 3397.99 3376.03 3353.09 3366 Home Bonds 100.17 100.07 99.96 99. Transpert 1373.13 1372.57 1374.07 1378 Utilities 213.95 212.44 212.01 212 Composite + 416.37 412.81 410.09 413 Industrials 491.77 487.50 484.06 487. | 4 HIGH LOW HIGH LOW 8.88 397.99 3172.41 3977.99 41.22 (19/5) 2(7)1 (19/5) 2(7)72 83 100.17 98.41 100.17 54.91 100.17 98.41 100.17 54.91 147.48 1301.57 1532.01 12.32 20/20 88/0 (19/6)99 87733 225.59 200.74 25.23 10.50 (5/11) 88/0 (27/9) 88/733 25.59 200.74 169/32 25.33 27.57 200.74 4.00 15/11/20 48/0 15/18/2 12/6/32 25.35 499.27 470.71 14 420.77 394.50 420.77 4.00 15/11/20 48/0 15/18/2 12/6/32 25.35 499.27 470.71 25 25.59 32.40 15/18/2 12/6/32 25 35.80 32.40 15/18/2 12/6/32 25 35.80 32.40 15/18/2 12/6/32 25 35.80 32.40 15/18/2 12/6/32 25 35.80 32.40 15/18/2 (19/6/74) 27 251.55 257.92 251.85 4.46 | AUSTRALIA AU Befeerle DA1800 AU Befeerle DA1800 AU Bileie QA1800 AUSTRIA Ordin Arlie C0012189 Tradeo Index C2(L/FIII 977.70 BELLO QA1901 BELLO QA190 | 18 1 1665 1693.6 6 | 5 14 593 1679.7 796 7068 1.01 483 79 7.47 983 47 6.08 1205 12 62 338.9 57.5 \$49.7 372 531.85 1.65 2007.09 6.05 1704.65 | HIGH 1642 70 03/9 117 20 05/2 458.57 04/2 1999 43 04/2 1234 72 07/3 365.28 05/10 105.90 04/2 55.90 04/2 77.54 03/3 275.70 03/3 | 1545.30 (9/4) 1545.30 (9/4) 1545.30 (2/1) 372.34 (2/1) 901.64 (2/1) 1097.23 (8/1) 326.35 (9/4) 778.30 (9/4) 475.53 (2/1) 1744.91 (2/1) 1813.80 (8/1) |
| DOW JONES May May May May Na 19 18 15 1- 4 Industrials 3397.99 3376.03 3353.09 3364 Home Bonds 100.17 100.07 99.96 99. 7 ranspart 1379.13 1372.57 1374.07 1378 Utilities 213.95 212.44 212.01 212 STANDARD AND POOR'S Composite 1 416.37 412.81 410.99 413 Industrials 492.77 487.50 484.06 487. Financial 35.50 35.14 35.03 35. MYSE Composite 229.32 227.59 226.31 227. Amex Mixt Value 392.37 391.52 390.37 391. | 4 HIGH LOW HIGH LOW 8.88 397.99 41.22 1.995 2011 83 100.17 98.41 100.17 54.99 1.915 2023 1397.59 11.22 1.927 2023 1397.59 12.22 2.022 6840 1391.57 1352.01 12.32 2.023 6840 1391.57 1352.01 12.32 1.021 8840 1291.90 887(33) 1.021 8840 1291.90 884(32) 1.021 8840 1291.90 884(32) 1.021 8840 1291.90 884(32) 1.021 8840 1291.90 884(32) 1.021 8840 1291.90 884(32) 1.021 8840 1291.90 884(32) 1.021 8840 1291.90 1291.90 2.021 8940 1291.90 1291.90 2.021 8940 1291.90 1291.90 2.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 8940 13580 8.44 1.021 895 895 895 895 895 895 895 895 895 895 | AUSTRALIA AU Indisorie IL/1/800 AU Indisorie IL/1/800 AU Indisorie IL/1/800 AUSTRIA Francis Confessor Trades Indis Confessor Trades Indis Confessor REL CORRES RES RES REL CORRES RES RES RES RES RES RES RES RES RES | 18 1 1665 16 1665 16 1665 16 1673.6 6 172.46 95 172.52 120 137.36 181.3 8 161.3 547.13 547.13 547.13 177 1894.3 177 1758.43 177 1758.43 177 1758.43 177 | 5 14 59 3 1679.7 706.8 1.01 463.79 749 983.47 6.08 1215.12 62 338.9 57.5 849.7 372 531.85 3.72 531.85 3.72 531.85 3.72 531.85 3.72 176.25 6.17 704.05 6.17 704.05 | HIGH 1462 70 03/9 717 20 025/2 458.57 04(2) 1299 43 04(2) 1234.72 03/9 345.29 05/10 935.90 04(2) 533.90 02(2) 2077.49 03/9 715.44 03/9 205.70 03/9 1764.80 05/9 | 1545.30 (9/4) 1545.30 (9/4) 1545.30 (2/1) 172.34 (2/1) 1047.23 (8/1) 1547.23 (8/4) 1778.30 (8/4) 475.53 (2/1) 1749.91 (2/1) 1643.26 (8/1) 1853.80 (8/1) |
| DOW JONES May May May May Na 19 18 15 1- 4 Industrials 3397.99 3376.03 3395.09 3366 Rome Bonds 100.17 100.07 99.96 99.7 7/anspart 1379.13 1372.57 1374.07 1376 Utilities 213.95 212.44 212.01 212 STANDARD AND POOR'S Composite 1 416.37 412.83 410.09 413 todastrials 491.77 487.50 484.06 487. Financial 35.50 35.14 35.03 33. NYSE Composite 229.32 227.59 226.33 227. | 4 HIGH LOW HIGH LOW 1,88 397.99 1,12.41 3977.99 41.22 (1959 2011 (1957.92) 2717.52 (1957.92) 1,10.17 54.99 (1958 2017 98.41 100.17 54.99 (1958 2017 100.17 54.99 (1958 2017 100.17 54.99 (1958 2017 100.17 54.99 (1958 2017 100.17 54.99 (1958 2017 100.17 54.99 (1958 2017 100.17 54.99 (1958 2017 100.17 54.99 (1958 2017 100.17 1 | AUSTRALIA AU Indisorie IL/1/800 AU Indisorie IL/1/800 AUSTRIA Ordin Arise CO/12/80 AUSTRIA Ordin Arise CO/12/80 Francis Indis CO/12/80 REL CORRIA REL 20 (I/1/91) DEPMAARK GROWN SC (I/1/80) REX General (I/1/80) REX General (I/1/80) FRANCE CAC 60 (IL/1/2/80) COMMAND FRANCE CAC 60 (IL/1/2/80) FRANCE CAC 60 (IL/1/2/80) DAX (IN/1/2/80) DAX (IN/1/80) DAX (IN/1 | 18 1 1665 1673.6 693.6 6 | 5 14 59 3 1679.7 706.8 1.01 483.79 7.49 983.47 6.08 1215.12 (c) 338.9 575.5 849.7 372 531.85 1.95 2017.00 6.17 704.65 6.27 1408.56 | HIGH 1682 70 03/9 717 20 025/2 458.57 04/2 1299 43 04/2 1294 72 03/9 365.29 05/10 955.90 04/2 553.90 02/9 2074.90 01/5 715.44 03/9 205.70 02/9 104.80 05/9 1469 57 07/10 551.59 6/2 | 1545.30 (9/4) 1545.30 (9/4) 1503.05 (2/1) 177.24 (2/1) 1047.23 (8/1) 1547.23 (8/4) 1778.30 (8/4) 475.73 (2/1) 1749.91 (2/1) 1643.26 (8/1) 1578.73 (8/1) 1578.73 (8/1) 1578.73 (8/1) 1578.73 (8/1) 1578.73 (8/1) 1578.73 (8/1) |
| DOW JONES May May May Na 19 18 15 1- Alabetrials 3397.99 3376.03 3353.09 3364 Home Bonds 100.17 100.07 99.96 99.7 Transport 1373.13 1372.57 1374.07 1378 Utilities 213.95 212.44 212.01 212 STANDARD AND POOR'S Composite 1416.37 412.81 410.09 413 Industrials 491.77 487.50 484.06 487. Fisancial 35.50 35.14 35.03 35.1 NYSE Composite 293.22 227.59 226.31 227. Amex Mixt. Value 392.37 391.52 390.37 391. NASDAQ Composite 578.05 576.53 574.43 576. May 15 | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3977.99 41.22 10.959 2011 10.9579.2 207.52 2015 10.957 92.41 100.17 54.99 10.959 2015 11.552.0 12.32 2016 04.0 19.57 15.52.0 12.32 2017 04.0 19.57 25.23 19.50 2018 04.0 19.57 25.23 19.50 2018 04.0 19.57 25.23 19.50 2018 149 3413.37 0398.20 Las 3350.41 0399.32 2027 149 3413.37 0398.20 Las 3350.41 0399.32 203 149 27 40.91 19.1792 10.8732 203 15.0 04.0 19.1792 10.8732 21 23.80 22.40 13.88 8.44 10.3519 04.0 10.35192 10.90 21 21 21.85 27.92 10.358 8.44 10.3519 04.0 10.35192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21. | AUSTRALIA AU Befereir D.J. 1800 AUSTRALIA AU Befereir D.J. 1800 AUSTRIA FORD C.J. 1800 AUSTRIA FORD C.J. 1800 AUSTRIA FORD C.J. 1800 AUSTRIA FORD C.J. 1800 | 18 1 1665 16 1665 16 1665 16 1673.6 6 172.46 95 125.21 120 137.36 151.3 8 151.3 8 157.13 50 161.64 202 1768.13 70 1994.3 172 1798.0 172 1798.0 172 1798.0 172 1798.0 172 1798.0 172 1798.0 172 1798.0 172 1798.0 172 | 5 14 593 1679.7 696 7068 1.01 483 79 7.49 983 47 8.06 1215 12 60 338.9 57.5 849.7 372 531.85 1.75 2017.00 6.17 704.65 4.50 5746.45 9.57 1408.56 2.72 477.5 2.20 942.0 | HIGH 1652 70 D379 717 20 25/2 458.57 (24/2) 1099 43 C4/2 1234 72 O/3 365.29 U5(1) 95.59 C4/2 553.90 02/2 5757 45 03/5 1764.00 C5/2 1764.00 C5/2 1664.00 C5/2 | 100 LOW 1945-30 (9/4) 4943-30 (2/1) 1072-34 (2/1) 1072-33 (8/1) 1072-33 (8/1) 138-35 (8/4) 475-33 (8/4) 475-33 (8/1) 184-30 (8/1) 185-30 (8/1) |
| DOW JONES May May May Nat 19 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3977.99 41.22 10.959 2011 10.9579.2 207.52 2019 0.959 2011 10.9579.2 207.52 2019 0.959 2011 10.017 54.99 10.959 2019 11.9579.2 10.10.21 2019 0.940 1.9579.2 10.10.21 2019 0.940 1.9579.2 10.22 2019 0.940 1.9579.2 10.52 2019 0.940 1.9579.2 20.52 2019 0.940 1.9579.2 20.52 2019 0.940 1.9579.2 20.52 2019 0.940 1.9579.2 20.52 2019 0.9579.2 20.52 | AUSTRALIA AU Beferen D.J. (80) AUSTRALIA AU Beferen D.J. (80) AUSTRAL FILLE (D.J. (80) AUSTRAL FILLE (D.J. (80) AUSTRAL FILLE (D.J. (80) AUSTRAL FILLE (D.J. (80) FILLE (D.J. (80) BEZO (D.J. (91) JAPAN BEZO (D.J. (91) BEZO (D.J. (91) JAPAN BEZO (D.J. (91) BEZO (D.J. (91) JAPAN | 18 1 1665 16 1665 16 1693.6 6 172.46 40 172.46 45 123.21 120 137.36 151.3 8 151.3 56 151.3 17 178.43 178 | 5 14 593 1679.7 696 7668 1.01 483 79 7.49 983 47 8.08 1215 12 60 338.9 57.5 949.7 372 531.85 1.95 2017.00 6.17 704.65 6.50 1582.3 4.07 1742.26 4.50 5746.45 9.57 1408.56 9.57 1408.56 9.52 942.0 | HIGH 1682 70 0.379 717 20 05/2 458.57 024/2 1099 43 054/2 1234 72 0/3 355.29 05/10 95.39 05/2 207.49 0.175 205.70 0/3 1154.00 05/2 205.70 0/7 1154.00 05/2 205.70 0/7 1154.00 05/2 205.70 0/7 1154.00 05/2 205.70 0/7 1154.00 05/2 205.70 0/7 1154.00 05/2 | 1545.50 (9/4) 649.30 (2/1) 372.34 (2/1) 902.64 (2/2) 1097.23 (8/1) 326.35 (9/4) 475.33 (9/4) 475.33 (8/1) 1833.80 (8/1) 1578.73 (8/1) 1833.80 (8/1) 1578.73 (8/1) 1346.61 (3/4) 472.72 (355) 912.00 (355) |
| DOW JONES May May May Nat | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3977.99 41.22 10.959 2011 10.9579.2 207.52 2015 10.957 92.41 100.17 54.99 10.959 2015 11.552.0 12.32 2016 04.0 19.57 15.52.0 12.32 2017 04.0 19.57 25.23 19.50 2018 04.0 19.57 25.23 19.50 2018 04.0 19.57 25.23 19.50 2018 149 3413.37 0398.20 Las 3350.41 0399.32 2027 149 3413.37 0398.20 Las 3350.41 0399.32 203 149 27 40.91 19.1792 10.8732 203 15.0 04.0 19.1792 10.8732 21 23.80 22.40 13.88 8.44 10.3519 04.0 10.35192 10.90 21 21 21.85 27.92 10.358 8.44 10.3519 04.0 10.35192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21.85192 10.90 21 21. | AUSTRALIA AU Britspric DJ/1800 AU Britspric DJ/1800 AU Britspric DJ/1800 AUSTRIA CRES Aklie CG/12/89 Trades Index CJ/1/911 ESEL GRUN BELZO (JJ/1911 DESMAARK GRUNBERS S. GJ(183) SX 56 FUBLAND REX General CS/12/90 REX General CS/12/90 REX General CS/12/90 REX General CS/12/90 REX General CS/12/80 TO STANDARY FAZ Aklie CGJ/12/80 TA CRES CGJ(183) TO STANDARY FAZ Aklie CGJ/12/80 DAX SG/12/87 DAX SG/12/87 DAX SG/12/87 DAX SG/12/87 DAX SG/12/87 DAX SG/12/87 TALY SMEC COR. Izil. CG/72) MIS General (JJ/180) TALY SMEC COR. Izil. CG/72) MIS General (JJ/180) JAPAN REMAN INS, MOS SE (Topic) MJ/180 JAPAN REMAN INS, MOS SE (Topic) MJ/180 JAPAN Tokyo SE (Topic) MJ/180 JAPAN INSTAND Tokyo SE (Topic) MJ/180 JAPAN MALANYSIA | 18 1 1668.5 16 1693.6 6 172.46 95 125.21 120 137.36 1851.3 8 167.13 50 167.13 70 1994.3 177 1798.43 177 1798.43 177 1407.00 139 1407.00 139 1846.16 1867 1370.74 134 2479.26 247 | 5 14 59 3 1679.7 796 7068 1.01 483 79 7.47 983 47 6.08 1215 12 121 338.9 575 \$499.7 372 531.85 105 207.09 | HIGH 1642 70 0379 717 20 025/2 458.57 024/2 1299 43 024/2 1234 72 07/3 765.59 024/2 553.50 024/2 553.50 024/2 553.50 025/2 771.54 03/3 276.80 05/3 757.59 03/5 1469.57 07/71 553.59 16/3 166.80 05/2 2590.18 64/10 1763.43 06/11 2459.85 04/11 | 1545.90 (954) 1545.90 (954) 1545.90 (954) 1540.90 (271) 172.34 (271) 1647.23 (871) 1743.90 (954) 1743.90 (954) 1743.90 (871) 1743.90 (871) 1813.80 (871) 1873.80 (871) |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 8.88 397.99 3172.41 3397.99 41.22 10959 2011 10957.92 207.52 83 100.17 98.41 100.17 54.99 10951 2093 10957.22 11.52 12.12 2002 640 195.15 20.1 12.12 2002 640 296.99 077.53 25.59 200.74 296.91 100.17 12.12 2003 640 296.99 077.53 25.59 200.74 296.93 10.59 25.11 840 271.70 844.50 25.11 840 1251.92 10.50 25.11 840 1251.92 10.53 25.23 296.92 40.92 499.27 3.62 105.11 840 1051.92 10.53 25.26 28.40 10.51.92 10.51.92 25.26 25.80 8.64 105.11 840 10.51.92 10.51.92 25.26 21.95 21.95 27 231.55 21.95 10.50 105.11 840 10.51.92 10.51.92 105.11 840 10.51.92 10.51.92 105.11 840 10.51.92 10.51.92 26.40 10.51.92 10.51.92 27 251.55 4.46 105.11 840 10.51.92 20.63.22 40 44.92 54.87 105.12 880 10.27.92 21.55 4.46 105.12 880 10.27.92 21.55 4.46 105.12 880 10.27.92 21.55 4.46 105.12 880 10.27.92 21.55 24.92 440 10.51.92 20.33 105.12 880 10.27.92 20.10.07.02 105.13 880 10.27.92 20.10.0 | AUSTRALIA AU Indisorie IL/1/800 AUSTRALIA AU Indisorie IL/1/800 AUSTRIA CHERIA Actice CO(12/80 Tradeo Index (2/1/91) FIRE CARRIE BEL20 (1/1/91) DEPMARRY GERCARES S (3/1/83) FUNCARE BEL20 (1/1/91) DEPMARRY FUNCARE CAR (1/1/1/80) FUNCARE CAR (1/1/1/80) DEPMARRY FUNCARE BEL20 (1/1/1/80) DEPMARRY FUNCARE BEL20 (1/1/1/80) DEPMARRY BEL20 (1/1/80) DEP | 18 1 1665 1693.6 6 | 5 14 59 3 1679.7 796 6 101 483 79 749 983 47 6.08 1215 12 121 338.9 575 849.7 315 2017.00 6.17 704.05 6.17 704.0 | HIGH 1662 70 0379 717 20 025/2 177 20 025/2 | 1545.30 (9/4) 1545.30 (9/4) 1545.30 (2/1) 172.34 (2/1) 1047.23 (8/1) 1783.30 (9/4) 1783.30 (9/4) 1783.30 (8/4) 1784.30 (8/1) 1784.30 (8/1) 1784.30 (8/1) 1784.30 (8/1) 1813.30 (8/1) 1874.31 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.30 (8/1) 1813.50 (8/1) 1814.51 (8/4) 1915.55 (8/4) 1915.55 (8/4) 1915.55 (8/4) |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 8.88 397.99 317.24 1.995 2011 83 100.17 98.41 1.095 2013 1.095 2011 1.095 2011 1.095 2011 1.095 2011 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.096 20 | AUSTRALIAA AU Bedenie DJ.//800 AU Bedenie DJ.//800 AU Britano (J.//800 BRIL CORRILLO (J.//800 BRIL CORRILLO (J.//800 BRIL CORRILLO (J.//800 BRIL CORRILLO (J.//800 BRITANO (| 18 1 1668.5 16 1693.6 6 172.46 95 125.21 120 337.36 851.3 8 597.13 59 2051.64 202 706.13 197.1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 179 1804.3.16 18067 1770.74 134 2077.26 207 | 5 14 59 3 1679.7 796 7068 1.01 483 79 7.47 983 47 6.08 1215 12 121 338.9 575 \$499.7 372 531.85 105 207.09 | HIGH 1642 70 0379 717 20 025/2 458.57 024/2 1299 43 024/2 1234 72 07/3 765.59 024/2 553.50 024/2 553.50 024/2 553.50 025/2 771.54 03/3 276.80 05/3 757.59 03/5 1469.57 07/71 553.59 16/3 166.80 05/2 2590.18 64/10 1763.43 06/11 2459.85 04/11 | 1545.90 (954) 1545.90 (954) 1545.90 (954) 1540.90 (271) 172.34 (271) 1647.23 (871) 1743.90 (954) 1743.90 (954) 1743.90 (871) 1743.90 (871) 1813.80 (871) 1873.80 (871) |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 8.88 397.99 317.24 1.995 2011 83 100.17 98.41 1.095 2013 1.095 2011 1.095 2011 1.095 2011 1.095 2011 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.095 2015 1.096 20 | AUSTRALIA AII Beferele DAJBO AII Beferele DAJBO AII Beferele DAJBO AII Bilate QAJBO AII Bilate QAJBO AII Bilate QAJBO FORE ARIBO CONTROL BELZO QAJBO BELZO RESIL (AJBO BELZO BELZO QAJBO BELZO BELZO PELZO DAJBO BELZO BELZO PELZO DAJBO BELZO BELZO PELZO DAJBO BELZO BELZO BELZO B | 18 1 1665 16 1693.6 6 172.46 95 125.21 120 137.36 851.3 8 597.13 50 2051.40 50 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1807.00 139 | 5 14 593 1679.7 796 7068 1.01 483 79 7.47 983 47 6.08 1215 12 62 338.9 57.5 949.7 3 72 531.85 1.65 2007.09 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.50 5746.45 1.762.26 4.70 3862 4.70 3862 | HIGH 1642 70 0379 717 20 0572 458.57 0242 1999 43 0242 1234 72 073 365.28 0571 95.39 0242 553.59 0242 277.49 0125 715.44 073 276.70 0125 176.10 052 176.10 052 176.10 052 2590 136 (64) 176.30 052 2590 136 (64) 176.30 052 2590 136 (64) 176.30 052 2590 136 (64) 176.30 052 2590 136 (64) 176.30 052 2590 136 (64) 369.55 0(1) 619.06 020 300.50 0425 | LOW 1945-30 (9/4) 404-30 (2/1) 372-34 (2/1) 401-44 (2/2) 1097-23 (4/2) 326-35 (9/4) 475-33 (2/1) 476-37 (4/2) 476-37 (8/1) 1346-61 (3/4) 476-37 (8/1) 1346-61 (3/4) 1946-37 (8/4) 1946-38 (3/4) 546-53 (3/4/1) 576-50 (3/4) 576-50 (3/4/1) |
| DOW JONES May May May Nat 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3397.99 41.22 10.959 2011 10.9579.2 207.52 2015 0.959 2011 10.9579.2 207.52 2016 0.959 2015 10.9579.2 10.9579.2 2017 0.940 1.9579.2 10.9579.2 2017 0.940 1.9579.2 10.9579.2 2017 0.940 1.9579.2 10.9579.2 2017 0.940 1.9579.2 2017 0.940 1.9579.2 2017 0.940 1.9579.2 2018 0.940 1.9579.2 201 | AUSTRALIAA AU Befeserie DAJBO 1466.3 AU Befeserie DAJBO 497.1 AUSTRIA OPERATURA (1780 497.1 AUSTRIA OPERATURA (1790 977.70 Tradeol Index (271/90) 977.70 Tradeol Index (271/90) 1221.84 BELZO (11/91) 1221.84 BELZO (11/91) 1221.84 DESMARRY FEX RESERT (28/12/90) 847.5 FUBLAND REX General (28/12/90) 847.5 FUBLAND REX General (28/12/90) 70.5 CAC 40 (31/12/87) 2023.13 GERMANY FAX AUGH (31/12/87) 710.56 OPERATURA (11/25/87) 136.32 HONGL KONNG Hang Song Rank (31/7/84) 5442.24 IRRELAND SEQ Overal (47/18/80) 1408.52 ITALY BRIES CONTO RANK SEQ OVERAL (19/72) 472.80 IRRELAND SEQ Overal (47/18/80) 1408.52 ITALY BRIES CONTO RANK SEQ OVERAL (19/72) 472.80 IRRELAND SEQ OVERAL (19/72) 472.80 IRRELAND SEQ OVERAL (19/72) 472.80 IRRELAND SEQ OVERAL (19/18/80) 1993.31 JAPAN RETHERIL AND SECON SECON (19/18/80) 2993.31 ZM SECON (19/18/80) 1993.31 ZM SECON (19/18/80) 1993.31 ZM SECON (19/18/80) 201.00 NORWAY DEO SE BIOD (21/18/3) 771.58 PPALLIPPARES | 18 1 1665 1693.6 6 | 5 14 59 3 1679.7 996 706.8 1.01 483 79 7.47 983 47 6.08 1215 12 121 338.9 57.5 \$49.7 372 531.85 1.05 2017.09 8.17 704.65 9.57 140.85 4.50 5746.65 1.96.73 3.44 2103.79 0.34 593.03 6.1 306.6 1.09.33 1.09 | HIGH 1667 70 0.179 717 20 025/2 458.57 024/2 1299 43 024/2 1234 72 0.173 755.59 024/2 555.59 024/2 775.47 0.115 775.47 0.115 775.47 0.115 775.59 0.275 164.57 0.7711 555.59 54/2 256.70 0.15 164.57 0.7711 555.59 54/2 256.70 0.15 257.59 54/2 258.70 0.15 257.59 54/2 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 258.70 0.15 | LOW 1945-30 (9/4) 640-30 (2/1) 372-34 (2/1) 901-44 (2/2) 1097-23 (8/1) 326-35 (9/4) 475-33 (2/1) 1749-91 (2/1) 643-36 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 183-30 (8/1) 194-30 (8/1) 192-40 (8/1) |
| DOW JONES May May May Nay 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3397.99 41.22 10.959 2011 10.9579.2 207.52 2015 0.959 1201 10.9579.2 207.52 2016 0.959 2011 100.17 54.99 10.959 2013 10.9579.2 10.9579.2 2017 0.940 1.9579.2 11.252 2017 0.940 1.9579.2 11.252 2017 0.940 1.9579.2 11.252 2018 0.940 1.9579.2 11.252 2018 0.940 1.9579.2 11.252 2018 0.940 1.9579.2 11.252 2019 | AUSTRALIA AU Indisorie IL/1/800 AU Indisorie IL/1/800 AU Indisorie IL/1/800 AUSTRIA FORMATION Tradeo Index (27/911 FORMATION BEL20 (1/1/911 BEL20 (1/1/912 B | 18 1 1665 16 1693.6 6 496.04 40 972.46 95 125.21 120 337.36 851.3 8 547.13 54 2051.64 202 2051.64 202 708.13 77 1994.3 197 1994.3 197 1994.3 197 1994.3 197 1994.3 197 1994.3 197 1994.3 197 1994.3 197 1994.3 197 1994.3 197 1994.3 197 2051.4 2051 2 | 5 14 59 3 1679.7 996 706.8 1.01 483 79 7.49 983 47 6.08 1215 12 121 338.9 57.5 849.7 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 531.85 3.75 2017.00 3.17 704.05 3.17 704.05 3.17 226 4.27 12804.60 3.22 1296.73 3.44 2703.79 0.34 593.03 6.1 306.4 306.1 306.4 | HIGH 1662 70 0.159 717 20 025/2 458.57 024/2 1299 43 024/2 1234.72 0/3 365.27 032/3 365.27 032/3 365.27 032/3 265.70 023/ | LOW 1945.30 (9/4) 640.30 (2/1) 372.34 (2/1) 901.44 (2/2) 1097.23 (6/1) 372.35 (9/4) 778.30 (9/4) 475.53 (2/1) 1749.91 (2/1) 1813.80 (8/1) 1578.73 (8/1) 1813.80 (8/1) 1578.73 (8/1) 1813.80 (8/1) 1578.73 (8/1) |
| DOW JONES May May May Nat 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 3397.99 41.22 (1952 2013) (1952 207.52 (1953 2013) (1953 207.52 (1953 2013) (1957.82) (100.17 54.99 (1953 2013) (1957.82) (100.17 54.99 (1953 2013) (1957.82) (100.17 54.99 (1953 205.99 200.74 (1951 200.00 204.00 207.75 (1951 200.00 207.75 (1951 | AUSTRALIA AU Indisorie IL/1/800 AU Indisorie IL/1/800 AU Indisorie IL/1/800 AUSTRIA Francis CO/12/800 AUSTRIA Francis CO/12/800 AUSTRIA Francis CO/12/800 AUSTRIA Francis CO/12/800 AUSTRIA BE120 (I/1/91) BE21.084 BE120 (I/1/91) BE21.084 BE120 (I/1/91) BE21.084 BE120 (I/1/91) BE21.084 BE31.084 BE31.08 | 18 1 1665 1693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.6 693.0 6 | 5 14 59 3 1679.7 996 706.8 1.01 483 79 749 983 47 6.08 1215 12 10 338.9 57.5 849.7 31.5 2017.00 6.17 704.05 6.20 7704.05 6.20 7704.05 6.20 7704.05 6.21 1337.35 | HIGH 1662 70 0.199 717 20 025/2 458.57 024/2 1299 43 024/2 1234.72 0/33 365.28 0.15(1) 195.90 0.24/2 553.73 0.02(1) 205.73 0.02(1) 205.73 0.03(1) 164.95 0.03(1) 551.59 16/2 1066.00 0.5(2) 2590.1.18 (6/1) 1743.45 (6/1) | LOW 1945.30 (9/4) 1945.30 (9/4) 1912.44 (2/1) 1912.44 (2/1) 1922.45 (2/1) 1922.35 (9/4) 1778.30 (9/4) 475.53 (2/1) 1749.91 (2/1) 1812.30 (8/1) 1823.30 (8/1) 1823.30 (8/1) 1823.30 (8/1) 1823.30 (8/1) 1823.30 (8/1) 1823.31 (8/1) 1824.51 (9/4) 1945.55 (9/4) |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 317.24 3397.99 41.22 (1959 2011 (1959 207)22 (1959 2011 (1959 207)22 (1959 2011 (1959 207)22 (1951 0841 100.17 54.99 (1951 0840 100.17 54.99 (1951 0840 100.17 54.99 (1951 0840 100.17 54.99 (1951 0840 100.17 54.99 (1951 0840 100.17 54.99 (1951 0840 100.17 54.99 (1951 0840 100.17 100.17 100.17 (1951 0840 100.17 100.17 100.17 (1951 0840 100.17 100.17 100.17 (1951 0840 100.17 100.17 100.17 100.17 (1951 0840 100.17 100.1 | AUSTRALIA AU Belevice DIJ/800 AUSTRAL AUSTRIA Finishing QIJ/800 REL 2000 REL 20 | 18 1 1665 16 1693.6 6 496.04 40 972.46 95 125.21 120 337.36 851.3 8 547.13 54 2551.64 252 2551.64 252 1994.3 197 1994.3 197 1994.3 197 1758.43 197 1758.43 197 1758.43 197 261.14 124 261.14 124 261.15 1997 177.74 124 267.25 267 2772.74 76 1817.11 133 182 33 1135.0 11 4585.0 45 | 5 14 59 3 1679.7 996 706.8 1.01 483 79 7.49 983 47 6.08 1215 12 (c) 338.9 57.5 849.7 3.72 551.85 1.95 2017.00 6.17 704.65 6.17 704.65 6.17 704.65 6.27 1742.26 4.50 5746.45 78.40 1.96.73 3.34 2.103.79 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 0.54 593.03 | HIGH 1682 70 03/9 717 20 025/2 458.57 04/2 1294 72 04/2 1294 72 04/2 1294 72 04/2 1294 72 04/2 1294 72 04/2 1294 72 04/2 1294 72 04/2 1294 72 04/2 1294 72 04/2 1295 70 02/9 1395 70 02/9 | LOW 1945.30 (944) 640.30 (2/1) 372.24 (2/1) 901.44 (2/2) 1097.23 (8/1) 378.35 (944) 778.30 (944) 475.73 (2/1) 1843.30 (8/1) 1843.30 (8/1) 1843.30 (8/1) 1843.30 (8/1) 1843.30 (8/1) 1843.41 (3/4) 472.72 (15/5) 912.00 (15/5) 15598.15 (944) 1948.16 (8/4) 1948.17 (9/4) 1948.26 (8/1) 1948.27 (8/1) 1948.27 (8/1) 1948.27 (8/1) 1948.27 (8/1) 1948.27 (8/1) 1948.27 (8/1) 1948.27 (8/1) 1948.27 (8/1) 1949.27 (17/3) |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 3172.41 397.79 41.22 10.959 20.11 109.57 20.775 20.77 | AUSTRALIAA AUSTRALIAA AUSTRALA AUSTRALA AUSTRALA AUSTRALA AUSTRALA CARLO (1/180) 497.15 AUSTRALA CARLO (1/180) 497.55 Trades Index (2/1/90) 477.50 Trades Index (2/1/90) 477.50 Trades Index (2/1/90) 1221_84 TRALO (1/1/90) 1221_84 TRALARD T | 18 1 1665 1 1673.6 6 172.6 40 172.6 45 172.6 45 172.6 45 172.6 45 172.6 12 173.3 18 187.13 187 1758.6 172 1843.1 177 1758.6 172 1843.1 187 1871.1 133 1872.1 134 1872.1 134 1872.1 134 1872.1 134 1872.1 134 1872.1 134 1872.1 134 1872.1 134 1872.1 134 1872.1 134 1872.1 135 1872 | 5 14 59 3 1679.7 99 6 706.8 1.01 463 79 7.47 98.3 6.08 1215.12 6.08 1215.12 6.0 388.9 57.5 849.7 3.72 551.85 1.95 2017.00 6.17 704.05 6.17 704.05 6.17 704.05 6.20 1742.26 6.20 778.49 6.21 337.35 6.21 337.35 6.21 337.35 6.21 337.35 6.21 337.35 6.22 378.49 6.23 778.49 6.24 395.67 1.090.0 6.27 1.090.0 6.27 1.090.0 6.27 1.090.0 6.28 0 6571.0 6.29 393.0 587.56 | HIGH 1682 70 0.379 717 20 0.572 458.57 0.462 1999 43 0.462 1234 72 0.73 365.28 0.571 95.50 0.462 55.30 0.253 715.44 0.93 225.70 0.93 164.80 0.63 5757 95 0.135 1469 57 0.771) 505.50 0.62 2380 1.86 6(1) 176.30 0.62 2380 1.86 6(1) 176.30 0.15 176.30 0.15 176.30 0.15 176.30 0.15 176.30 0.15 176.30 0.15 177.74 0.85 138.58 0.15 138.58 | LOW 1945-30 (9/4) 640-30 (2/1) 372-34 (2/1) 901-64 (2/2) 1097-23 (8/1) 178-30 (9/4) 475-53 (2/1) 1749-91 (2/1) 1813-30 (8/1) 1813-30 (8/1) 1873-73 (8/1) 470-173 (8/1) 1813-30 (8/1) 1874-73 (8/1) 1813-30 (8/1) 1874-73 (8/1) 1813-30 (8/1) 181 |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 317.24 3397.99 41.22 (1953 2071 397.99 217.52 | AUSTRALIA AU Indisorie IL/1/800 166.3 AU Indisorie IL/1/800 497.1 AUSTRIA Ordinatio CO/12/80 497.55 Traine Indis CO/12/80 334.56 TREL AND 182.12/90 847.5 TRAINCE CO/12/80 70.55 CONSTRUCTION (1/12/80 70.55 CONSTRUCTION (1/ | 18 1 1665 16 1663.6 16 1663.6 16 172.46 95 125.21 120 137.36 1851.3 8 1671.3 52 2051.4 52 2051.4 127 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 1798.43 177 134 134 2079.24 2077 1377.11 133 1135.0 11 1568.0 65 1598.25 58 200.62 | 5 14 59 3 1679.7 996 706.8 1.01 483 79 7.47 98.3 47 6.08 1215 12 10 338.9 57.5 \$49.7 372 551.85 1.05 2017.09 6.17 704.65 1.982.3 4.50 5746.45 1.96.73 3.44 2103.79 0.34 593.03 6.1 306.6 1.01 306.6 1.02 778.49 8.57 1337.55 1.07.49 8.57 1337.55 1.07.40 | HIGH 1642 79 0.159 717 20 025/2 458.57 024/2 1299 43 024/2 1234.72 0/3 365.53 0.159 715.43 0.159 715.43 0.159 715.43 0.159 1469.57 0.77(1) 553.59 0.46 253.60 0.159 253.60 0. | LOW 1945-30 (9/4) 640-30 (2/1) 372-34 (2/1) 901-44 (2/2) 1097-23 (8/1) 326-35 (9/4) 778-30 (9/4) 475-53 (2/1) 174-91 (2/1) 643-35 (8/1) 1343-30 (8/1) 1378-73 (8/1) 1378-7 |
| DOW JONES May May May Nay 18 | A | AUSTRALIA AU Indisorie IL/1/800 AUSTRALA AU Indisorie IL/1/800 AUSTRIA Confis Acties CO(12/80) Tradeo Index (27/91) Tradeo Index (27/91) EVEL GERBI BEL20 (1/1/91) DEPMAARK EVEL GERBI BEL20 (1/1/2/90) DEV GERBIANK FIRE AND EVEL GERBI BEL20 (1/1/2/90) DIA (1/1/2/90) D | 18 1 1665 16 1663.6 16 1663.6 16 172.46 40 172.46 45 125.21 120 137.36 1851.3 8 157.13 54 2251.40 17 194.3 17 194.3 17 195.3 17 196.3 17 197.30 19 167.00 139 174.65 47 1370.74 134 207.26 15 170.74 134 207.26 59 18463.16 1897 177.74 134 207.75 137 171 133 207.75 137 171 133 207.75 137 171 133 207.75 137 171 133 207.75 137 175.0 11 1568.9 45 1588.5 58 | 5 14 593 1679.7 996 706.8 1.01 483 79 7.49 983 47 6.08 1215 12 121 338.9 57.5 849.7 3.75 531.85 3.75 531.85 3.75 531.85 3.75 2017.00 6.17 704.05 6.17 704.05 6.17 704.05 6.20 778.45 6.20 778.49 6.31 336.4 6.31 336.4 6.31 336.4 6.31 336.4 6.31 336.4 6.31 336.4 6.31 336.4 6.31 337.55 6.32 778.49 6.33 1337.35 6.1 337.55 6.2 21.33 | HIGH 1662 70 0.199 717 20 025/2 458.57 024/2 1299 45 024/2 1234.72 0/38 365.28 0.15(1) 195.90 0.24/2 530.73 0.229 225.73 0.129 715.44 0.51 225.73 0.129 715.44 0.51 1649.57 0.77(1) 551.59 16/2 1066.00 0.5/2 2380.1.18 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1743.45 (6/1) 1345.95 (6/1) 1345.95 (6/1) 1345.95 (6/1) 1377.04 (2/1) 4572.00 (14/2) 464.96 (2/1) 4572.00 (14/2) 464.96 (2/1) 4572.00 (14/2) 464.96 (2/1) | LOW 1945-30 (9/4) 1945-30 (9/4) 1945-30 (2/1) 1972-34 (2/1) 1972-34 (2/1) 1972-35 (8/4) 1778-30 (9/4) 475-53 (2/1) 1744-91 (2/1) 1843-30 (8/1) 1874-91 (2/1) 1843-30 (8/1) 1874-91 (2/1) 1844-31 (8/4) 1872-75 (8/1) 1844-31 (8/4) 1845-35 (8/4) 1845-35 (8/4) 1845-35 (8/4) 1846-30 (8/1) |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 1.88 397.99 12.24 397.99 41.22 (1955 201) 83 100.17 98.41 100.17 54.99 109.5 2011 100.17 54.99 109.5 2013 100.17 100.17 54.99 109.5 20.20 109.5 100.17 100.17 54.99 109.5 100.17 100.17 54.99 109.6 100.17 100.17 100.17 100.17 109.6 100.17 100.17 100.17 109.6 100.17 100.17 100.17 109.6 100.17 100.17 100.17 109.6 100.17 100.17 109.6 100.17 100.17 109.6 100.17 100.17 109.6 100.17 100.17 109.6 100.17 100.17 109.6 100.17 100.17 109.6 100.17 100.17 109.6 100.17 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.6 100.17 109.7 100. | AUSTRALIA AU Indisorie IL/1/800 AII History (IL/1/80) AII HISTORY BELL GRAND BELL GRAND BELL GRAND BELL GRAND BELL GRAND BELL GRAND AII HISTORY AII HISTORY BELL GRAND BELL GRAN | 18 1 1665 14 1665 14 1673.6 6 172.6 40 172.6 45 125.21 120 125.21 120 137.36 181.3 70 194.3 177 1758.6 172 1843.1 177 1853.0 172 1843.1 187 1872.1 120 1874.1 120 1874.1 120 1874.1 120 1874.1 120 1874.1 120 1874.1 120 1874.1 120 1874.1 120 1874.1 120 1875.1 120 187 | 5 14 59 3 1679.7 996 706.8 1.01 483 79 7.47 98.3 47 6.08 1215 12 10 338.9 57.5 \$49.7 372 551.85 1.05 2017.09 6.17 704.65 1.982.3 4.50 5746.45 1.96.73 3.44 2103.79 0.34 593.03 6.1 306.6 1.01 306.6 1.02 778.49 8.57 1337.55 1.07.49 8.57 1337.55 1.07.40 | HIGH 1642 79 0.159 717 20 025/2 458.57 024/2 1299 43 024/2 1234.72 0/3 365.53 0.159 715.43 0.159 715.43 0.159 715.43 0.159 1469.57 0.77(1) 553.59 0.46 253.60 0.159 253.60 0. | LOW 1945-30 (9/4) 640-30 (2/1) 372-34 (2/1) 901-44 (2/2) 1097-23 (8/1) 326-35 (9/4) 778-30 (9/4) 475-53 (2/1) 174-91 (2/1) 643-35 (8/1) 1343-30 (8/1) 1378-73 (8/1) 1378-7 |
| DOW JONES May May May Nay 18 18 15 1- | A | AUSTRALIAA AU Bedenice DIJIBO 1166.3 All History (JJIBO) 697.1 AUSTRIAA Cheft Actics CO(12/80 407.65 Traded Index (JJIBO) 497.50 Traded Index (JJIBO) 497.50 Traded Index (JJIBO) 497.50 Traded Index (JJIBO) 497.50 TREL CARRIER REL20 (JJIPO) 1221.84 REL20 (JJIPO) 1221.84 REL20 (JJIPO) 1221.84 REL20 (JJIPO) 1221.85 TRAL AND REX Central (JJIPSO) 550.35 GERMANY 126.25 TRALECE (JJIPSO) 2003.9 TRAL ACCOUNT (JJIPSO) 2003.9 TRAL ACCOUNT (JJIPSO) 1763.26 TRALECE (JJIPSO) 1763.31 TRALECE (JJIPSO) 1763.32 TRALECE (JJIPSO) 1763. | 18 1 1665 16 1663 16 1663 16 1663 16 1663 16 1653 16 1 | 5 14 59 3 1679.7 706.8 1.01 463 79 749 983 47 6.08 1215.12 6.08 1215.12 6.08 1215.12 6.08 1215.12 6.08 1215.12 6.08 1215.12 6.08 1215.12 6.08 1215.12 6.08 1215.12 6.09 17 704.05 6.17 704.05 6.17 704.05 6.17 704.05 6.17 704.05 6.20 1746.25 742.1 742.1 742.1 742.1 742.1 743.1 7 | HIGH 1682 70 0.199 717 20 025/2 458.57 024/2 1299 43 024/2 1234 72 0/3 365.38 0.15(1) 105.50 0.24/2 553.70 0.25(1) 205.70 0.15(1) 166.00 0.15(1) 166.00 0.15(1) 167.00 0.15(1) 167.00 0.15(1) 175.40 0.15(1) | LOW 1945-30 (9/4) 640-30 (2/1) 372-34 (2/1) 901-44 (2/2) 1097-23 (8/1) 178-30 (9/4) 475-35 (2/1) 174-91 (2/1) 1643-30 (8/1) 174-91 (2/1) 1813-30 (8/1) 187-37 (8/1) 490.178 (2/1) 1813-30 (8/1) 1813-30 (8/1) 1813-30 (8/1) 1813-30 (8/1) 1813-30 (8/1) 1813-30 (8/1) 1813-30 (8/1) 1813-30 (8/1) 1813-30 (8/1) 182-30 (8/1) |
| DOW JONES May May May Nay 19 18 15 1- | 4 HIGH LOW HIGH LOW 1,888 397.99 312.41 397.99 41.22 (1959 221) (1959 221) (1959 221) (1959 221) (1959 221) (1959 221) (1951 221) (1951 221) (1951 221) (1951 221) (1952 221) (1952 221) (1952 221) (1953 225.91 20.74 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1953 225.91 (1 | AUSTRALIA AU Befereir DJ/1800 AUSTRAL AU Befereir DJ/1800 AUSTRIA FORD (JJ/1800 AUSTRIA FORD (JJ/1800 AUSTRIA FORD (JJ/1800 AUSTRIA FORD (JJ/1800 BEL (JJ/1800 BE | 18 1 1665 16 1663.6 16 1663.6 16 1663.6 16 172.46 40 172.46 45 125.21 120 125 | 5 14 59 3 1679.7 796 6 101 483 79 749 983 47 608 1215 12 101 388.9 575 849.7 372 551.85 135 2017.09 617 704 65 1982.3 447 1742.26 450 5746.45 1982.3 447 18804.60 8.82 1396.73 3.44 2103.79 0.34 593.03 651 306.6 101 212.6 620 778.49 8.837 1337.55 14.74 395.67 1990.0 8.87 1337.55 14.74 395.67 1990.0 1880 4571.0 1990.0 1881 3885.67 1990.0 1990. | HIGH 1667 70 0.179 717 20 025/2 458.57 024/2 1299 43 024/2 1234.72 0.173 755.59 024/2 553.73 0.225 553.73 0.225 553.73 0.225 553.73 0.225 553.73 0.225 1754.00 0.125 715.44 0.121 1754.00 0.125 1764.00 0.125 | LOW 1945-30 (9/4) 640-30 (2/1) 372-34 (2/1) 901-44 (2/2) 1097-23 (8/1) 326-35 (9/4) 475-33 (2/1) 174-91 (2/1) 641-36 (8/1) 174-91 (2/1) 1813-30 (8/1) 1873-30 (8/1) 1873-30 (8/1) 1873-30 (8/1) 1873-30 (8/1) 1873-30 (8/1) 1873-30 (8/1) 1873-30 (8/1) 1873-30 (8/1) 1874-3 |
| DOW JONES May May May Nay 18 18 15 1- | A | AUSTRALIA AU Indisorie IL/1/800 AUSTRALA BELZO (I/1/91) DEPMALARO BELZO (I/1/91) DEPMALARO BELZO (I/1/91) DEPMALARO BELZO (I/1/91) DEPMALARO BEX General (I/1/2/20) BEX General (I/1/2/20) BEX General (I/1/2/20) BEX GENERALAY FAZ ARUS (I/1/2/20) DAX (SY/1/2/20) DAX (SY/1/2/ | 18 1 1665 16 1693.6 16 172.46 40 172.46 45 125.21 120 137.36 125.21 120 137.36 125.21 120 137.36 127 128.13 70 194.3 137 1798.3 1798 184.3 1897 185.0 111 | 5 14 59 3 1679.7 796 6 101 483 79 786 8 1101 483 79 787 983 47 6.08 1215 12 121 338.9 575 849.7 31.75 2017.00 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.17 704 05 6.10 5744.65 9.20 778.49 6.20 778.49 6.30 407.10 6.30 407.20 6.30 407.30 6.30 400.60 | HIGH 1662 70 0.199 717 20 025/2 458.57 024/2 1299 43 024/2 1234.72 0/33 365.27 025/3 715.44 03/1 2026 70 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1764.80 0/3 1772.74 0/3/3 1372.70 0/3/3 1372.70 0/3/3 416.90 0/3 | LOW 1945.30 (9/4) 1945.30 (9/4) 1945.30 (2/1) 1972.34 (2/1) 1972.35 (8/4) 1783.30 (9/4) 1783.30 (9/4) 1783.30 (9/4) 1783.30 (9/4) 1784.30 (8/1) 1803.30 (8/1) 1803.30 (8/1) 1803.30 (8/1) 1803.30 (8/1) 1803.30 (8/1) 1803.30 (8/1) 1803.30 (8/1) 1803.30 (8/1) 1803.50 (8/1) 1803.60 (8/1) |

CANADA

1779.39 1778.23 1777.84 1787.15 1937.59 (16)11 1777.04 (8)40

THE EARTH SUMMIT

The Earth summit in Rio de Janeiro aims to bring together more than 160 World leaders to discuss the environmental agenda for the future. Clearly, environmental issues continue to impact on everyone-business, governments and individuals alike. On May 29 1992.

the Financial Times will publish a survey entitled The Earth Summit which will examine the prospects for the summit, its scope and likely outcomes. This survey will attract widespread interest amongst, the Financial Times business readership world-wide for whom environmental issues continue to be of major importance. 42% of Chief Executives in Europe's top companies ranked the protection of the environments among the top three future developments likely to have greatest impact on their business in the near future. If you want to reach this influential audience, call Alicia Andrews:

on 071 873 3565 or fax 071 873 3062.

Data source: Chief Executives in Europe 1990

FT SURVEYS

740. F7 300. F8 20 1.5 25 53 1.5 25 53 1.5 25 53 1.5 25 53 1.5 25 53 1.5 25 1.5 25 1.5 25 1.5 20 1.5

1.64 2.9 172399 44 51 10 785 1.40 2.3 22 250

+10

ų,

YORK STOCK EXCHANGE COMPOSITE PRICES

7 1.82 6.6 151733 24-1 1 149 25 85 35 31-1 1 1.60 3.8 65 965 41-2 1 1.60 3.8 65 965 41-2 1 1.8 1.3 64 19 13-5 0 84 13-3 2 93-4 8 111 24-1 1 6.20 3.1 10 10 64-1 1 7.70 8.1 2100 91-2 7.48 6.4 21 2100 91-2 0.14 2.5 95 77 63-4 0.06 8.4 194 25-1 0.08 8.4 194 25-1 0.08 8.4 194 25-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.40 2.3 10 465 17-3 1.20 2.0 83164 85-1 0.20 2.4 17-4 18-3 0.20 2.4 2.5 746 21-3 1.20 3.1 372 35-5 1.20 3.4 17 472 50-1 1.60 3.4

0.25 0.56 1.00 0.64 2.60 0.75 0.32 7.38 1.52 0.62

20 23 to DPL Holding
9 to 7 Datiss Serie
21 28 to Datis Serie
21 28 to Datis Corp
24 to 19 to Datis Bern
15 19 to Datis Bern
16 17 to Datis Bern
17 to Datis Delice
18 to Delice
19 to Delice
10 to Delice
19 to De

4:00 pm prices May 19 Migh Low Stack

234 193 Severings x 0.64 3.23 36 47

234 193 Severings x 0.64 3.23 36 47

235 643 Severings x 0.64 3.23 36 47

235 643 Severings x 0.68 1.4 14 647

235 643 Severings x 0.68 1.4 14 647

235 193 Severings x 0.69 1.5 12586

375 257 Severings x 0.69 1.5 12586

375 257 Severings x 0.69 1.9 22 726

332 103 Severings x 0.69 1.9 26

34 12 13 Severings x 0.69 1.9 26

352 12 Severings x 0.69 1.9 26

352 13 Severing x 0.69 1.9 26

352 13 Severings x 0.69 1.9 26

352 11 Severings x 0.69 1.9 12 b AAR Corp 0.40
15 AAP 115
15 AAP 15
16 AAP 115
16 AAP 115
17 AAP 12
18 AAB 1 12
18 AAP 15
19 ACM Get to 0.36
19 ACM Get to 0.36
19 ACM Get 50 0.80
10 ACM Get 50 (0.36 1.5 281385 24¹/₂ 2 151 31 31 32 151 31 32 151 31 32 151 31 32 151 31 32 151 31 32 151 32 Samson Parama Fac:

Service of the control of the c

tatatata a tatatata

+ la + la + la

The state of the s

خففة لم شابد بالمائة بالمهدية يتبدد غيدانينا

A

Continued on next page

| The State of the S | NYSE COMPOSITE PRICES | NASDAQ NATIONAL MARKET 4.00 pm prices May 19 |
|--|--|--|
| | Chings Ch | . Stock Div. E 100s High Low Land Ching Ch |
| | 30 ² 1 22 ² 3 Talwan Fd 168 22 ¹ 3 22 ² 4 186p:1775 x 1.78 6.5 7 27 ² 5 | 8 Accessed 75 169 1654 15 1554 5-16 [Dissail Co. 14 9 254 2554 256 [Lath State 1 17055 1175 1175 1175 1175 1176 5-16 1176 1176 1176 1176 1176 1176 1176 1 |
| | 20 2 24 2 25 Techno 1.28 4.4 2 12:10 20 25 22 24 25 25 25 25 25 25 25 25 25 25 25 25 25 | Adde Se 0.32 20 2357 45 441, 455 +44 Draceing 10 50 124 114 124 444 Livery F 0.40 22 142 27 626 27 44 Sevents 0 14 2700 124 111, 114, 115 117 114 10 10 114 11 10 10 14 11 11 10 10 14 11 11 11 10 10 14 11 11 11 11 11 11 11 11 11 11 11 11 |
| | 201, 141, Salementy 25 600 145, 141, 141, 141, 141, 141, 141, 141, | Adv Tale 13 710 15 154 155 146 [Durtten 0.60 18 1135 284 274 281 1.48 Tech 0.20 28 129 1224 22 221 15 [Durtten 0.60 18 1135 284 274 281 1.48 Tech 0.20 28 129 1224 22 221 15 [Durtten 0.10 7 3317 294 189 2 29 14 189 18 18 18 18 18 18 18 18 18 18 18 18 18 |
| | 754 650 St Paul's 2.72 3.5 7 96 70% 654 70% 454 70% 448 35 1000 3.0 1531 163 91 91 92 93 113 103 Maltamphini 0.90 7.0 115 1113 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1115 1114 1114 1115 114 1115 1114 | Agency Pa |
| | 46 474 Serige 642 286 63 12 311 4654 4654 4654 4654 3554 Terra inde 458 654 6545 547 547 547 547 547 547 547 547 547 | Aban Ph 13 2130 18½ 18½ 19½ 44 Example 1 300 2 19½ 19½ 1½ 11½ 12½ 12½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13 |
| | 07 14 3017 Corp 2.88 6.4 12 245 475 41 412 415 475 414 414 414 414 414 414 414 414 414 41 | Atta Codd 2 200 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 |
| 0. | 37 \ 25 \ 25 \ 25 \ 25 \ 25 \ 25 \ 25 \ 2 | An Signal G 28 14 136 12½ 12½ 14 15 Encicen 26 93 84 18 84 14 Middenic 1.76 13 551 3054 30 30½ 14 55 Faulto 0.40 8 980 18½ 18½ 18½ 1 18½ 11½ 11½ 11½ 11½ 11½ 1 |
| | 24 16 Seas Cont 0.70 5.9 8 48 19 77\$ 16 144 102 Domes ind 0.40 3.8870 9 114 11 114 14 15 55 56 56 Washowis 2.00 3.0 25 501 us6 56 5 56 54 78 51 55 14 54 56 56 56 Washowis 2.00 3.0 25 501 us6 56 56 56 54 78 51 55 14 56 15 56 56 56 Washowis 2.00 2.1 4 9 281, 281, 281, 281, 281, 281, 281, 281, | Am Sept 27 780 35 35 35 35 35 35 175 1815 -4 |
| | 27 5 274 Sengel En | Anison D 59 2503 1852 18 18521 Marshall 1 45 12 459 05612 5614 5614 112 113 167 167 167 167 167 167 167 167 167 167 |
| | 59 655 Service B 0.50 0.9 20 10 551 651 552 553 554 55 100 100 100 100 100 100 100 100 100 | Andre Cg |
| | 14% 6% Showhout 0.10 0.8 24 294 73% 18% 18% 18% 18% 18% 18% 18% 18% 18% 18 | Applease 0.08 31 1413 2014 1912 2014 192 Fillance 28 1234 2214 2214 2214 2214 2214 2214 2214 |
| | 24% 175 Signal App 3 22 195 195 195 195 195 195 195 195 195 195 | Arton x 0.12 14 339 16 14 14 15 Fatfinida 1613884 45 12 43 45 15 15 16 161388 46 12 43 45 15 15 16 161388 46 12 43 45 15 16 161388 46 12 27 26 15 16 16138 46 12 27 26 15 16 16138 46 12 27 27 28 26 16 16 16138 46 12 27 28 26 16 16 16138 46 16 16 16 16 16 16 16 16 16 16 16 16 16 |
| | | ASSTERATE B 1276 1814 1712 1714 Francisc 19 179 4 31 31 Microsope 11 145 1012 10 1018 -1 Symmotics 20 3070 2019 20 2014 2714 2715 -1 Symmotics 20 3070 2019 20 2014 2714 2714 -1 Symmotics 20 3070 2019 2014 2 |
| P - Q - | 40 32 k Supplicities 1.08 3.1 19 625 35 kg 34 kg 35 +4 kg 77 kg 17 hours 0.96 2.1 24 523 48 45 kg 48 +4 41 kg 38 heartest 0.10 3.0 16 316 37 kg 74 kg 47 kg 5 kg super Oil 0.20 2.8 18 27 7 6 7 -4 26 kg 25 kg 17 hours 0.72 2.8 158 27 kg | Authorist 0.48 13 578 32 314 315 -4 (Fleer x 0.60 9 1220 2414 234 235 25 - 1 Micropata 23 1155 164 145 164 -12 Autoristo 27 80 412 414 412 +14 (Flow int 73 254 515 515 - 3) Micropata 1336 10 913 81 9 - 15 Autoristo 22 0 18 22 11 12 12 11 12 - 1 Fleetins 4.70 2100 16 144 1512 +1 Micropata 13410572 11412 1151 11412 +1 14 Authoristo 0.32 0 18 22 11 12 12 11 11 11 11 11 11 11 11 11 |
| | 364, 324, SouthCont5% 2.50 7.2 x100 34 34 345 +12 254 174 Then Cent x 0.52 2.4 to 381 x14 204 274 +1 104 74 403 274 Williams 0.10 1.05 37 104 10 104 +12 114 124 114 124 114 114 114 114 114 1 | B - Foreation 15 7 6 8 Mare Grain 0.70 15 15 31 2 31 31 31 2 +4 Talone Pr 0.68 17 335 35 14 35 35 2 -14 Selis 008 8 120 812 9 9 Foreation 25 16 14 1312 14 Mainrie H 0.52 22 154 1712 1712 172 Med 24 3075 2814 24 27 2814 +14 Belonger 17 888 785 1814 1914 +3 Pleaser 1 0.30 5 262 11312 1212 1314 +3 Maillied 83 3 254 21 21 21 21 21 21 21 21 21 21 21 21 21 |
| | 34½ 30½ Southin Co 220 8.5 112599 33½ 33½ 33½ 33½ 33½ 35½ 35½ 3½ 55% 55% 32½ 35% 555 5 4½ 4½ 35% Windhate 130 59 5½ 5½ 5½ 5½ 5½ 5½ 35½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 4½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 4½ 4½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 4½ 4½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 4½ 4½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 4½ 4½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 4½ 4½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 4½ 4½ 35% Windhate 1,30 29 17 407 41½ 40½ 41½ 45% 41½ 40½ 41½ 45% 41½ | Basel F J O.08 18 1476 13 18 18 18 18 18 18 18 18 18 18 18 18 18 |
| 7 1 | 34-1 30-1 Spatisment 220 7.0 12 312 314 314 315 44 1 1991224 UAL Corp. 111398 123 5121 1229 53 14 10 Wolverine 0.18 1.8 29 48 10-1 10-1 10-1 10-1 13-1 10-1 22-1 31-1 10-1 10-1 10-1 10-1 10-1 10-1 10 | Beste Are 12 529 18 1 18 1 18 1 18 1 18 27 1 18 1 18 1 1 |
| | 14 97 SandFacUx 0.72 12 25 550 97 d97 d97 d97 d97 d97 d97 d97 d97 d97 | BBAT Fin 0.88 11 734 c300 \(\frac{1}{2} \) 29 \(\frac{1}{4} \) + \(\frac{1}{2} \) G H App 15 180 8 \(\frac{1}{2} \) 6 5 \(\frac{1}{4} \) - \(\frac{1}{4} \) Hycogen 40 433 14 \(\frac{1}{4} \) 14 \(\frac{1}{4} \) 14 \(\frac{1}{4} \) - \(\frac{1}{4} \) 10 to 1 62 50 167 24 \(\frac{1}{2} \) 24 \(\frac{1}{4} \) 4 \(\frac{1}{4} \) 14 \(\frac{1}{4} \) 15 \(\frac{1}{4} \) 14 \(\frac{1}{4} \) 15 \(|
| | 484 3912 Stanley/Wr 1.24 30 17 511 412 402 412 442 412 442 51 52 11 believe 1.22 12 12 12 12 12 12 12 12 12 12 12 12 1 | Betz Lab 1.24 22 875 554 544 555 44 66ender 31 123 38 374 374 44 MAC Fie D. 16 11 56 254 255 44 156 10 10 10 10 10 10 10 10 10 10 10 10 10 |
| | 51/3 31/5 StartigChern 0.30 6.8 48 318 45 41/4 21/4 14/4 121/5 StartigSparte 15 77 171/4 171/4 14/5 102 51/5 StartigSparte 15 77 171/5 | Skymet 47 2356 16 172 173 - 4 General 17 94 122 114 122 1860 17 95 17 95 17 95 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 122 17 96 127 |
| | 78 35 \$ Storage Fe 16 156 577 35 5 532 \ 25 3 5 5 Storage Fe 16 156 57 35 5 532 \ 25 3 5 Storage Fe 16 156 57 3 5 5 532 \ 25 3 5 Storage Fe 16 156 57 3 5 5 532 \ 25 3 5 Storage Fe 16 156 57 3 5 5 532 \ 25 3 5 Storage Fe 16 156 57 3 5 5 532 \ 25 3 Storage Fe 16 156 57 3 5 5 532 \ 25 3 Storage Fe 16 156 57 3 5 5 532 \ 25 3 Storage Fe 17 15 15 15 15 15 15 15 15 15 15 15 15 15 | Bitch Drg 0.90 14 16 47 45\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ |
| | 41, 23 Sun Dis 8 0.13 3.5 3 52 355 31, 355 115 68 20 20 217 28 81 9 9 19 115 68, 58 0n Electr 11 99 91, 91, -18 115 69, 59 115 69, 5 | |
| 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 27 24 Super Value 0.72 27 9191 285 286 286 - 12 15 8 US Home 82 272 14 14 15 15 124 Super 100 0.03 0.2 75 145 145 145 145 145 15 124 Super 100 0.03 0.2 75 145 145 145 145 145 145 145 145 145 14 | Brumo S 0.20 17 1370 135 418 1 135 135 135 135 135 135 135 135 135 1 |
| | 281 281 Symbol Tec 20 500 181 191 191 191 191 191 191 191 191 191 | Builderi Z 344 10 % 8 % 10 ktoring A 18 14 18 15 % 18 maps 2 55 3 25 25 25 12 ktorinstat 16 259 14 % 13 % 15 % 18 maps 2 5 3 2 5 25 25 2 5 % 18 ktoring A 18 14 18 15 % 18 maps 2 5 182 u16 % 18 10 % |
| | 19 16 Univ Hith 1.55 8.9 11 29 17 2 17 4 17 2 + 12 dond disclared or paid in preceding 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months, plus stock dividend. Sectors spill. Original processing 12 months plus proces | Healthere 0.09 11 1929 1014 912 10 +14 - |
| | 81, 81, 100 Care 8 0.84 92 348 91 9 91 4 1 281 201 Unicas Crp 0.70 27437788 25 251 251 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | Caugeme 2.25 7 1258 125 121 121 121 121 121 121 121 121 121 |
| | AMEX COMPOSITE PRICES 4:00 pm prices May 19 | |
| | Stock Div. E 180s High Low Close Ching High Low Ching High L | Crimgini. 35 516 15½ 13½ 14½ Hornbeck 81 100 3½ 2½ 3½ 3½ Cascado 0.60 17 263 2½ 2½ 2½ 2½ 2½ 2½ 2½ 2½ 2½ 2½ 2½ 2½ 2½ |
| | ADD COA 57 1772 4544 4542 4542 7142 formula 10 10441 2022 Alle Alle A.S. | Ceffular 2 79 14 132 134 14 huntingto 0.00 11 227 234 223 234 14 Paccar t 1.00 35 2624 583 573 58 14 18 79 44 42 44 45 14 14 14 14 15 15 15 15 15 15 15 15 15 15 15 15 15 |
| | Am Expl 4 1843 2½ 2½ 2½ 2½ CypresFd 0.36 42 5½ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ 5¾ | Chapter 1 0.72 6 342 33 32½ 32½ 1FR Bys 14 8 6½ 6½ 6½ 1FR Bys 15 6½ 6½ 15 15 15 15 15 15 15 15 15 15 15 15 15 |
| | Audient A 2 67 u37a 37a +1a DNG Grap 13 358 97a 97a 97a -1a Laberge 25 67 17a 17a 17a -1a Siert 61 12 55 37a 37a 37a 37a -1a Laberge 25 67 17a 17a 17a -1a Siert 61 12 55 37a | ChippedTa 2 1381 87 87 87 87 87 87 87 87 87 87 87 87 87 |
| | 7 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - | On Brown 4 40 44 and |
| 8- | Stant A 0.45 19 211 uB/s 84 84 84 84 84 84 84 84 84 84 84 84 84 | Condesing 23 791 9 8½ 8½ -½ integritor 6 8242 8½ 5 5½ [Prodesina 1.018 7312 71 7312 71 7313 11½ 11½ -½ Condesina 0.88194 41 19½ 18½ 18½ 19½ tempera 1.28 13 778 140 33 38½ 12½ Promeric 1 0.66 11 82 12 11½ 11½ 11½ 11½ 11½ 11½ 11½ 11½ 11½ |
| | Benezari A 1,04 42 20 1514 1515 1514 1515 1514 1515 1514 1515 1514 1515 | Coherent 57 20 124 114 124 +5 intigned 9 2530 11 104 11 +14 Presson 12 18 34 45 +5 Collagen 57 125 194 1852 19 +4 store 22 22 45 35 45 +14 Printons 1 96 44 41 37 38 7 7 |
| F | Califordy 17 51 12½ 12½ 12½ 12½ 13 13 20¼ 18 185 20½ 12½ 20½ 14 10 18 185 20½ 12½ 12½ 12½ 12½ 12½ 12½ 12½ 12½ 12½ 12 | Contenent 87 20 124 114 124 + 5 Indignal 9 5500 11 104 11 + 4 Indignal 9 500 12 12 12 12 12 12 12 12 12 12 12 12 12 |
| • | GWENT | Consider 0.55 10 2 13 184, 184, 184, 184, 184, 184, 184, 184, |
| | The FT proposes to publish this survey on June 4 1992. | Control 0.50 29 1074 1934 184 184 185 184 185 185 185 185 185 18 185 185 185 185 |
| Section 1 | from its print centres in Tokyo, New York, Frankfurt, Roubaix and London. It will also be read by senior businessmen and government officials in 160 countries world-wide. It will also be of | Control to 42 657 38 342 354 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 |
| 4-1 2-1-4-1 2-1-4-1 3-1-4-1 3-1-4-1 | particular interest to 130,000 directors and managers in the U.K. who read the weekday FT. If you want to reach this important audience, with your services, expertise or products whilst maintaining a high profile in connection with Gwent, | Cressian 0.80 28 841 27 2 28 47 27 44 188 Faz 0.48 14 4824 173, 181, 173, 143, 173, 174, 174, 175, 175, 175, 175, 175, 175, 175, 175 |
| 20 Salarini | | SECOND 1 642 44 44 44 44 44 10 mmm or not not as not be protecting not not not not an in 1 Marcon on A71 077 |
| | Wapping Road, Brstol BS1 4RU | Datascope 25 3099 24½ 25½ 25½ 27½ 27 1860 5 0 0.72 29 183 35 35½ 35½ 35½ 35½ 35½ 35½ 35½ 35½ 35½ |
| | Data source: BMRC Businessman Survey 1990 FT SURVEYS | The strategory 1.11 22 25 15 14 15 15 15 14 14 14 15 15 15 15 14 14 15 15 15 15 15 15 15 15 15 15 15 15 15 |
| A party of the second of the s | | լոգցյոսը 1/ 184 13 124, 124, –Կլ I = 1. ♥ ISeagane 103 9509 181չ 181չ 161չ +1լ i |
| | | |

Hopes of another rate cut lift Dow to record

Wall Street

US SHARES, after trading in a narrow range on either side of opening values through most of the day, sprang to life yesterday afternoon and rose to a record level as investors responded to growing expecta-tions of a further cut in interest rates in the wake of poor housing numbers, writes Patrick Harverson in New York.

The Dow Jones Industrial Average added 21.96 at 3,397.99, a shade above its previous record of 3,397.58 set on May 11, but turnover on the New York SE was light, with less than 190m shares changing hands. The Standard & Poor's 500 climbed 3.56 to 416.37, while the Nasdaq composite of overthe-counter stocks gained 1.52

The day opened with the news from the commerce department that housing starts fell 17 per cent in April, more than three times the decline forecast. The drop in housing activity would normally have ed stocks, but the fact that the data increased the likelihood of an easing of polrestricted the damage. Market sentiment was also

aided by a fresh decline in bond rates, which in the case of the benchmark 30-year bond yield, fell to 7.75 per cent. Upjohn rose \$% to \$35% in

turnover of almost 690,000 shares after the US Food and Drug Administration panel voted to allow the company to continue marketing its contro-versial Halcion insomnia drug. The ADRs of British Airways

jumped \$3% to \$55% in active trading after the company reported a 119 per cent jump in earnings for the fiscal year Dayton Hudson climbed \$3% to \$62% on news of first-quar-

ter net income of 40 cents a share, up from 39 cents a year ago and above the consensus of analysts' forecasts Polaroid firmed \$% to \$26

after Mr Morton Langer, the industry analyst at broking house Bear Stearns, initiated coverage of the stock with a

"buy" rating. On the Nasdaq market, Nova Pharmaceutical was unchanged at \$4% in active trading after the Baltimore-

icy by the Federal Reserve based biotechnology company said that it had begun testing an anti-inflammation compound for the treatment of sentic shock and inflammatory bowel disease.

Mesa Airlines moved ahead \$2 % to \$25 % on the news that Kemper Securities had upgraded the carrier's shares and raised earnings estimates for the fiscal third quarter because of strong traffic gains and bookings.

South Carolina Federal advanced \$3% to \$21% after stating that it was engaged in preliminary merger discussions with an undisclosed financial institution.

Canada

TORONTO ended slightly lower after moderate trading. The composite index lost 6.1 at 3,385.3 as declining issues led rises by 295 to 268. Volume came to 22.5m shares valued at C\$255.7m.

Nine of the 14 sub-indices were lower, but there were no significant changes. Financial services and golds, the latter after early firmness, lost

Bourses fall back after Monday's enthusiasm

Monday's gains, writes Our Markets Staff.
FRANKFURT consolidated,

with news of a 5.8 per cent building workers' pay deal helping to maintain the equilibrium. Carmakers and engineers, which led on Monday after the settlement of the metalworkers' pay talks, were mixed and the main move came in chemicals.

At Hoare Govett, Mr Robert Willis took the view that the pay settlements and the moval of the solidarity tax in the second half of this year should give the German consumer, and German equities a good run between now and Christmas, The DAX and FAZ indices seemed to support this. rising another 4.83 to 1.763.26 and 2.43 to 710.56 respectively.

Turnover fell from DM8.2bn to DM7.2bn. BASF and Bayer led chemicals up with rises of DM3.50 to DM243.90 and DM4.40 to DM293.90. Compa nies with long-term problems shed the gains achieved on Monday as Deutsche Babcock fell DM4 to DM167.50 and Porsche going further with a drop of DM15 to DM490.

Linde added another DM8.50 to Monday's DM24 gain, closing at DM852.50 after its forecast of at least 10 per cent turn-over growth this year and satisfactory profits.

Continental, rose DM2 to DM265.50 on reports that the state government of Lower Saxony was encouraging companies in the state to take stakes in the tyre maker and on rumours that Sumitomo of Japan was interested in the Conti stake owned by Pirelli.

PARIS ran into profit-taking and arbitrage ahead of the close of the account on Thursday. The CAC-10 index fell 23.51 or 1.4 per cent to 2,023.13 in modest turnover of

Générale des Eaux dropped FFr50 to FFr2,390 on news that

| | FT | -SE Eu | rotraci | k 100 | - May | 19_ | |
|---------|---------|----------|----------|---------|------------------|---------|---------|
| | | Н | lourly (| change | | | |
| Open | 10 am | 11 am | 12 pm | 1 pm | 2 pm | 3 pm | close |
| 1184.39 | 1185,22 | 1182.78 | 1182.51 | 1182.23 | 1181 <i>.2</i> 7 | 1180.17 | 1180.66 |
| | Day' | s High 1 | 185.22 | Day's | Low 117 | 9.25 | |
| May | 18 | May 15 | May | / 14 | May 13 | M | ay 12 |
| 1184. | | 1171,24 | 117 | 9.98 | 1187.91 | | 188.40 |

it was spending DM1bn in buying and modernising Berlin's Defa film studios.

The biggest loser of the day was the insurer UAP which dropped FFr27 or 4.8 per cent to FFr541 in arbitrage-related trading. Another casualty was Euro Disney which fell FFr3.80 or 2.9 per cent to FFr124.

Pinault rose FFR6.30 to FFr371 amid talk that it was close to selling off its wood ioinery activities.

MILAN fell back after Monday's brief recovery, dragged down by reports that Banca Commerciale Italiana (BCI) could face up to L1,000bn in back taxes and fines stemming from its takeover of a loss-making Milan state bank two years ago. The Comit index lost 1.85 to 472.80 in turnover estimated at L70bn-L80bn after Monday's L85.6bn.

BCI dropped L123 or 4 per cent to L2,918, dragging the rest of the banking sector down with it. Industrials bucked the weaker trend however, with Olivetti, gaining L47 to L3,032 and Fiat adding L6 to

L4,941. AMSTERDAM had a quiet day with the CBS Tendency index closing unchanged at 129.4. Fokker attracted some interest early on, rising 50 cents to Fl 36.60, following Monday's news that a consortium of European aerospace companies was negotiating to take a 51 per cent stake in the group. However, profit-taking pushed the price down to close 10 cents off at Fl 36.10, but above an intraday low of

KLM gained 10 cents to Fl 39.40 on rumours, later denied, that merger talks with BA had been reopened. Unilever saw one of the day's

biggest falls, losing Fl 1.00 to F1 185.60 following its disappointing first quarter figures However, some analysts feel that the group is in line for recovery, with earnings growth forecast for 1993. STOCKHOLM recovered

after a weak start to end flat. The Affärsvärlden general index eased just 0.2 to 998.4, in turnover of SKr580m Asea rose SKr4 to SKr377

after reporting a pre-tax profit of SKr624m in the first quarter, in line with expectations. But Volvo tumbled ahead of news that it swung to a pre-tax loss after financial items of SKr248m in the first quarter. Volvo B free's lost SKr4 to SKr431 at the close and was quoted at SKr429 in London

later in the day. COPENHAGEN registered its fifth successive decline, the allshare index falling another 2.80 to 334.26. The shipping shares, vendborg B and 1912 B, fell by DKr3.200 to DKr133,100 and DKr3,100 to DKr93,400 respectively. Low turnover, ahead of the June 2 referendum to clarify Denmark's future relationship to the EC, continues to plague the market, writes Hil-

ary Barnes. MADRID's general index eased 0.86 to 259.76. Telefónica continued to attract buyers following Monday's pleasing first quarter results, gaining Pta10 to Ptal,115 in volume of some

Military might crushes Thai equities

The civil unrest has upset attempts to encourage investment, says Peter Ungphakorn

Share prices suffered their Mr Nibhat Bukkanasut, chairman of the SET board, said that Thailand's fundamental ket yesterday, the first day of trading since the military crushed protests against the appointment of General Suchinda Kraprayoon as a nonelected prime minister.

Prices of all but three stocks fell, and many hit their floor prices - suffering declines of 10 per cent, the maximum permitted in a single day's trading. The SET index dropped 8.9 per cent to close at 667.84. down 65.05 from last Friday, its lowest close since December 1991. Monday was a bank holi-

Stock market directors and members of the Securities and Exchange Commission said they had been watching the situation carefully to see whether the political crisis would justify closing the market. They are scheduled to meet

before the market opens this morning to decide whether the situation has eased overnight. man of the SET board, said economic position remained sound and he urged investors to ignore rumours.

Trading was thin yesterday, turnover being about Bt3.14bn (\$123m). Investors in brokers' trading rooms were reported to be more interested in the previous night's violence and the many unsubstantiated rumours about further protests and other political develop

One broker attributed the sharp setback in prices and the low trading volume to the difficulty of obtaining reliable

Television and radio coverage of political events has been heavily censored, and telephone connections were severely disrupted yesterday, apparently by the high volume of calls, as people all over Bangkok tried to find out what was happening.

One group of investors was

were adding to the positive

sentiment. Kyocera climbed

Y120 to Y4.490. The semicon-

ductor component maker

posted a 27 per cent fall in pre-

tax profits for the past fiscal

Real estate issues continued

to lose ground, with Mitsui

Fudosan, which announced a

pre-tax loss for the first time in

16 years, dipping Y10 to Y1,030,

and Sumitomo Realty and

Development, after posting a 31

per cent fall in pre-tax profits, shedding Y4 to Y734.

would produce biodegradable

plastic developed by Showa

Highpolymer sparked renewed interest in the environmental

protection theme. Showa

Denko gained Y43 to Y340 and

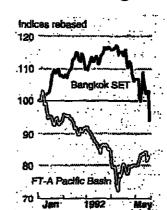
Japan Metals and Chemicals

appreciated Y20 to Y790.

Reports that Showa Denko

increase for 1992/93.

current year.



reported to have organised a petition calling for General Suchinda's resignation.

in the first quarter of the year, the market appeared to be heading for a recovery, after last year's global recessi the coup d'état in Thailand. After the March 22 general election, the SET index climbed to reach this year's neak of 832.39 on April 7, the

In Osaka, the OSE average

moved forward 315.15 to

21.347.42 in volume of 19.4m

day General Suchinda's appointment was announced. Since then, the index has declined with increasing speed, except for a few days of short-lived recovery. The

announcement on April 17 of General Suchinda's cabinet. which included a number of ministers from the government that he overthrew in last year's coup, and accused of being corrupt, set off sharper falls that only eased last week, when the crisis appeared to be resolved.

The nervous market has

reacted particularly sensitively to political developments. Or May 7, the index weakened 25.5 points in only about 10 minutes, the time General Suchinda took to make a controversial televised speech in parliament attacking his oppo-

For the SET, the political troubles come at an unfortunate time. Yesterday was the first day of trading under new legislation that is designed to

reduce manipulation and political interference, encourage more companies to list, and promote new types of equity and loan papers. One of the objectives is to increase national savings in order to meet the rapidly expanding economy's surging need for investment.

ROB

new Securities and Exchange Commission A has been created with powers to set broad policy guidelines for the SET, and to supervise new share issues and trading in existing shares both on the stock market and over the counter.

Companies listed on the SET will have to become public companies within the next two years. The new law seeks to make this more attractive by easing some of the stringent conditions of the previous public company law, such as the requirement that a large proportion of shares be owned by

Traders move in on higher yen and bonds

Tokyo

EQUITIES gained further ground yesterday on the strength of the yen and higher bond prices, activity centring on trading of "environmental" and bio-technology issues. while leading institutions stayed on the sidelines, writes Emiko Terazono in Tokyo.

The Nikkei average was finally 311.01 ahead at 18,754.11, after opening at the day's low of 18,479.53 and reaching a high of 18,775.79 just before the

Volume rose from 216m shares to 320m. Traders said dealer activity led trading, while investment trusts were seen bargain hunting. They added that buying by foreign investors, who are reluctant to "chase" stock prices higher, has thinned out.

However, analysts said investor confidence was gradually recovering. Mr Jason James, strategist at James Capel, commented: "Investors who previously were only will ing to buy at the 17,000 level, came in to buy at the 18,000 level on Monday." Advances far outnumbered

declines by 833 to 172, with 118 issues unchanged. The Topix index of all first section stocks moved ahead 22.57 to 1,393.31, 50 index put on 1.45 to 1,111.28. Reports pointing to the possibility of postal insurance and annuity funds investing directly into the stock market also encouraged investors. Currently the funds can only be invested in the stock market through designated money

trust accounts. According to James Capel, if the plan were permitted, the direct investment by postal insurance funds could mean an inflow of Y5,000bn into the stock market.

Buyers followed good company results. Traders said firm forecasts from some companies

SOUTH AFRICA

JOHANNESBURG eased on profit-taking while gold shares were a touch firmer as the bullion price tested \$340. The gold index rose 3 to 1,138 and the overall index was down 6 at 3,682. The industrial index shed 7 to 4,561,

shares. Roundup

year, but forecast a 6.8 per cent THE worsening political situa-tion in Bangkok had little neg-Mitsubishi Kasei rose Y13 to ative influence on Pacific Y447 in spite of a 53.4 per cent drop in profits; it forecast a 5.4 Basin markets yesterday as per cent improvement for the sentiment was buoyed by a stronger Tokyo. Manila regis-

tered a 1992 high. HONG KONG traded in a narrow range and the Hang Seng index ended 5.15 up at 5,642.24 in HK\$3.23bn turnover. Brokers said rumours about HSBC's exposure to O&Y, of Canada, caused the bank to ease 25 cents to HK\$43.25.

MANILA reversed Monday's losses in active trade on bargain hunting. The composite index rose 21.84 to 1,338.95 in combined turnover of 443.8m

SEOUL was held down by weakness in large-capitalisation issues. The composite index eased 0.08 to 587.97 in turnover of Won346.32bn. TAIWAN saw late buying in financials, which helped to push the weighted index up

63.19 to 4.500.82. Turnover rose to T\$26.58bn from T\$22.67bn. The market was buoyed by reports that the government might alter the stock transaction tax. The financial sector gained 4 per cent, with First Commercial Bank adding T36 at T\$106, after officials said last

week that they planned to ease curbs on banks doing business in China. KUALA LUMPUR opened firmer and then wavered in a narrow range throughout much of the day. The composite index edged up 0.57 to 590.91. Retail investors again dominated trading as institu-

Newly listed Peladang Kimia saw 6.2m shares traded and ciosed at M\$1.68 for a premium of 38 cents over its offer price. AUSTRALIA declined in lacklustre trading. The All

tional support remained small.

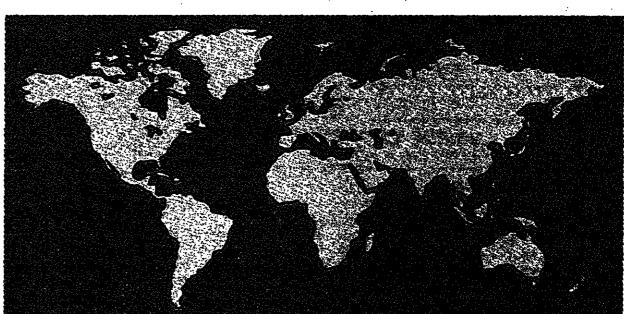
Ordinaries index lost 2.2 to 1.666.3 in turnover of A\$179.5m. Banks were weaker ahead of forthcoming interim results and the sector index shed 25.1,

or 1.1 per cent, to 2,205.1. Westpac lost 6 cents to A\$3.94 on rights issue rumours. National Australia, which releases its results tomorrow. dipped 10 cents to A\$7.95. ANZ, which reports next week, was off 7 cents at A\$4.36.

News Corp rose 12 cents to A\$21.62 on news that its UK satellite unit had won the rights to televise games of the eading British football teams. NEW ZEALAND recorded its seventh successive gain on the strength of firm overseas markets and the weak New Zealand dollar. The NZSE-40 index

added 13.24 at 1,552.69. Newspaper shares did well, with Independent Newspapers firming 10 cents to NZ\$4.75. SINGAPORE ended mixed in featureless trading. The Straits Times Industrial index edged ahead 3.08 to 1.469.80.

Yesterday we were a regional communications company Today our region's a little larger.



Ameritech began as the parent of the Bell companies that serve the Midwest, the most information-intense area of the United States. Recognized as a leading communications company. Ameritech is a \$22 billion corporation that today brings its technological leadership and financial strength to all corners of the world.

In addition to pioneering fiber optic and ISDN technologies in the United States, Ameritech gave customers the world's first mobile telephone network. The company now is behind such innovative projects as bringing cellular technology to Poland, acquiring the Telecom Corporation of New Zealand and expanding a host of international services.

Solutions that work: The commitment to successful innovation has helped the company surpass \$10 billion in annual revenues and achieve the highest return to equity of comparable firms. This philosophy continues to drive Ameritech forward, leading the world in meeting customers' needs with advanced technology and giving a strong total return to our shareowners. For a copy of our Annual Report or related financial information, call Brussels, 32-2-512-0040.

The Communications Companies of Ameritech:

Indiana Bell Michigan Bell Wisconsin Bell Ameritech Audiotex Services **Ameritech Credit Ameritech Development**

Ameritech Information Systems Ameritech International Ameritach Mobile Communications

Ameritech Publishing **Ameritech Services**

The Tigon Corporation

FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actuaries and the Faculty of Actuaries

| YATIONAL AND REGIONAL MARKETS | | | MC | NDAY M | AY 16 1 | 992 | | | | FRIDA | Y MAY 1 | 5 1992 | | DOL | LAR IND | EX |
|--|-----------------------|------------------|----------------------------|--------------|-------------|----------------------------|--------------------------|------------------------|-----------------------|----------------------------|--------------|-------------|----------------------------|--------------|-------------|------------------------|
| Figures in parentheses show number of lines of stock | US Dollar Index | Day's Change | Pound Sterling Index | Yen Ipoex | DM Index | Local Currency Index | Local % chg on day | Grass Drv. Yleid | US Dollar Index | Pound Sterling Index | Yen Index | DM Index | Local Currency Index | 1982 High | 1982 Low | Year ago (approx |
| Australia (69) | 151.63 | +0.8 | 122.48 | 123 40 | 125.78 | 132.77 | +0.5 | 4.15 | 150,47 | 122.60 | 123.84 | 126,30 | 132.05 | 153.68 | 140.94 | 144.8 |
| Austria (19) | 171.15 | +29 | 138,24 | 133.29 | 141.97 | 142.08 | + 1.9 | 2.06 | 166,33 | 135.53 | 136,90 | 139.62 | 139.49 | 186.70 | 162,48 | 202.5 |
| 3elgium (46) | 144.61 | + 0.9 | 116 96 | 117.84 | 120.11 | 117.31 | +00 | 5.19 | 143.48 | 116.91 | 118,08 | 120.43 | 117,29 | 145.19 | 135.87 | 136.7 |
| Canada (1651 | 127 41 | + 0.5 | 102.91 | 103.69 | 105.68 | 110.48 | +0.0 | 3.32 | 126.83 | 103.34 | 104.38 | 106.45 | 110.48 | 142.12 | 125,60 | 136.9 |
| Denmark (35) | 242,47 | -04 | 195.85 | 197.33 | 201.12 | 203.47 | - 1.1 | 1.80 | 243.34 | 198,28 | 200.27 | 204.25 | 205.69 | 273.94 | 226.81 | 237.0 |
| ากเลกซ์ (15) | 80.27 | -4.0 | 64.83 | 65.33 | 66.58 | 72.96 | - 5.D | 1.98 | 83.61 | 68.13 | 88.82 | 70.18 | 76.83 | 89.80 | 73.64 | 114. |
| rance (104) | 168.75 | + 2.4 | 136.31 | 137.33 | 139.97 | 141.82 | +1.2 | 3.33 | 164.88 | 134.35 | 135.69 | 138.38 | 140.18 | 168.75 | 148.06 | 136. |
| Sermany (65) | 122.99 | +24 | 99.34 | 100.11 | 102.01 | 102.01 | +1.2 | 2.27 | 120.11 | 97.87 | 98.87 | 100.81 | 100.81 | 122.99 | 114.67 | 109. |
| long Kong (65) | 234,27 | -1.1 | 189.23 | 190.66 | 194.34 | 232.63 | -1.1 | 3.52 | 236.92 | 193.05 | 194.98 | 198.87 | 235.28 | 238.71 | 176.36 | |
| | 163.00 | ÷ 1.7 | 131 66 | 132.66 | 135.21 | 137.32 | + 0.9 | 3.93 | 160.21 | 130.54 | 131.85 | 134.47 | 136.07 | 173.71 | 151.78 | 161.7 |
| reland (16) | | | | 56.52 | 57.61 | 62.29 | +0.5 | 3.39 | 68.39 | | | | | | | 151. |
| laly {78} | 69.45 | + 1.6 | 56.10 | | | | | | | 55.72 | 56,28 | 57.4D | 82.00 | 80.86 | 68.39 | 75. |
| apan (473) | 104,59 | + 2.9 | 84,48 | 85.12 | 86.77 | 85.12 | +18 | 1.00 | 101.61 | 82.80 | 83.63 | 85.30 | 83.63 | 140,95 | 88.70 | 136.0 |
| Aalaysia (68) | 237.28 | +03 | 191.66 | 193.10 | 195.82 | 230.06 | +00 | 2.82 | 238.58 | 192,77 | 194.70 | 198.57 | 230.06 | 250.18 | 212.49 | 227, |
| lexico (18) | 1604.50 | | 1296 00 | | 1330.93 | | ~ 0.8 | | 1617.15 | | 1330,95 | 1357.40 | 5488,24 | 1789.77 | 1376.91 | 981.0 |
| letherland (25) | | + 1.6 | 129,02 | 129.99 | 132,49 | 131.00 | +0.6 | 4.26 | 156.95 | 127.89 | 129,17 | 131.74 | 130,16 | 159.73 | 147.88 | 135. |
| lew Zealand (14) | 46.49 | +0.6 | 37.55 | 37,83 | 38.56 | 46.20 | ÷06 | 5.54 | 46.19 | 37.64 | 38.02 | 38.78 | 45.91 | 48.52 | 42.01 | 52.0 |
| lorway (23) | 190.90 | +2.1 | 154.20 | 155.37 | 158.35 | 161.30 | + 1.0 | 1.58 | 186,96 | 152.34 | 153.67 | 156.93 | 159.74 | 192.95 | 161.26 | 201. |
| Singapore (38) | | +0.4 | 175.03 | 176.36 | 179.75 | 162.92 | +0.0 | 2.00 | 215.77 | 175.82 | 177.59 | 181.11 | 162.92 | 228.43 | 192.76 | 203 |
| South Africa (61) | | +02 | 201.48 | 203.00 | 206 90 | 186.41 | +0.2 | 2.72 | 248.98 | 202.88 | 204.91 | 208.99 | 186.08 | 263.60 | 203.16 | 208.9 |
| Spain (50) | | +04 | 129.93 | 130.91 | 133 43 | 121.55 | ~0.3 | 4.99 | 160.15 | 130.50 | 131.81 | 134.43 | | 160.85 | | |
| | | | | 162.51 | 185.63 | 169.82 | + 1.8 | 2.66 | 193 60 | | | | 121.87 | | 146.86 | 160. |
| Sweden (25) | | +31 | 161.28 | | | | | | | 157.75 | 159.34 | 162.50 | 165.87 | 199.68 | 173.09 | 176. |
| Switzerland (60) | 107,27 | +22 | 88 64 | 87.31 | 88.99 | 97.43 | ÷0.5 | 2.20 | 104,99 | 85.55 | 85.41 | 88.13 | 96,85 | 107,27 | 95.99 | 92.0 |
| Jnited Kingdom (228) | 199 97 | + 1.6 | 153.47 | 162.68 | 165.81 | 161 47 | +0.7 | 4.60 | 196.69 | 160.27 | 161.87 | 165.08 | 180.27 | 199,91 | 165,85 | 170.0 |
| JSA (532) | 168 28 | +0.6 | 135.92 | 136.96 | 139.59 | 168.28 | +0.5 | 2.96 | 167.32 | 136.34 | 137.71 | 140.45 | 167.32 | 171.66 | 160.92 | 150.7 |
| urope (789) | 156.64 | + 1.8 | 126,52 | 127.48 | 129.93 | 129.02 | +0.8 | 3.80 | 153.87 | 125.38 | 126,64 | 129.16 | 128.04 | 156.64 | 139.31 | 137.4 |
| lordic (98) | 184.59 | + 1.3 | 149,10 | 150.23 | 153,12 | 150.50 | +03 | 215 | 182,20 | 148.47 | 149.96 | 152,94 | 150.11 | 188.52 | 169.66 | 176. |
| ecific Basin (717) | 110.48 | +26 | 89.24 | 69.92 | 91.64 | 38.02 | +1.5 | 1.38 | 107.79 | B7.83 | 88.72 | 90.48 | 89.53 | 141.97 | 94.40 | 137. |
| uro - Pacific (1506) | 129.15 | +2.2 | 104.33 | 105.11 | 107 13 | 106.54 | +1.1 | 2.54 | 126.43 | 103.02 | 104 05 | 108,12 | 105.44 | 145.21 | 113.80 | 137 |
| Iorth America (637) | | +06 | 133.85 | 134.88 | 137.4B | 164.34 | +0.5 | 2.98 | 164.78 | 134.27 | 135.63 | 138.33 | 163,45 | 169.69 | 158.70 | 149. |
| | 131.00 | + t.9 | 105.82 | 106.64 | 108.69 | 110.34 | +0.8 | 3.18 | 128.53 | 104.73 | 105.80 | 107,91 | 109.50 | 131.00 | 121.81 | |
| urope Ex. UK (561) | | | | 137.20 | 139.83 | 149.74 | -0.2 | 3.63 | 168.57 | 137.44 | | | | | | 117. |
| acific Ex Japan (244) | 168.55 | -0.1 | 136.15 | | | | | | | | 138.84 | 141.59 | 150.07 | 169.97 | 149.00 | 145. |
| Vorld Ex. US (1700) | 131 38 | +20 | 106.12 | 106.93 | 108 98 | 108.93 | +1.1 | 2.58 | 128.77 | 104.83 | 105.99 | 108.09 | 107.79 | 146,91 | 118.45 | 138. |
| Vorld Ex. UK (1994) | 137.46 | + 1.4 | 111.03 | 111.88 | 114.03 | 123.78 | +0.9 | 2.47 | 135.54 | 110.44 | 111.58 | 113,78 | 122.70 | 150.58 | 127.21 | 138.1 |
| Vorid Ex. So. Af (2161) | 142 12 | ∸ 1.5 | 114.80 | 115.68 | 117.90 | 126.75 | +08 | 272 | 140.08 | 114.14 | 115.30 | 117,59 | 125.65 | 153.05 | 130.04 | 141.4 |
| Vorid Ex Japan (1749) | 164.32 | + 1.0 | 132.73 | 133.74 | 136.32 | 151.52 | + 0.6 | 3.29 | 162.76 | 132.63 | 133.97 | 136,64 | 150.67 | 164.54 | 153.20 | 146.0 |
| he World Index (2222), | 142 83 | + 1.4 | 115.37 | 116.25 | 118.49 | 127.29 | ÷0.9 | 2.72 | 140.60 | 114.73 | 115.89 | 118,19 | 126.20 | 153.70 | 130.66 | 141.8 |

bonds

11.7mm

The state of the same

. No. 7 de

0.00

±.

 $\cdots : u_{r}$

 $v: W \to W W = \frac{1}{2}$

의 10개를 전<u>해</u>

ations compa

ger.

10.2

Danger at the frontier

THE internationalisation of have been closed down, had it financial markets has for two decades been-viewed by bankers as presenting great oppor-tunities for profitable expansion. But right now bankers and bank regulators are concentrating rather more on the pitfalls of bringing down barriers to doing business across

The two great banking events of the past year are illustra-tions of such pitfalls. First there was the closure, last summer, of the Bank for Credit and Commerce International, which has caused huge losses for thousands of depositors.

Here was a bank mistrusted by the financial community that was nonetheless permitted to continue trading fraudulently for years. Much of the blame for this lies squarely with the international system for regulating banks.

BCCI cleverly put its domicile in a different country from those in which it carried out the bulk of its business. The supervisor in its home country, Luxembourg, did not have the resources to monitor properly its vast international operations.

been properly supervised. Thus the bank regulators of the lead-ing industrial countries, grouped in the Basle Committee for Banking Supervision, are trying to come up with tough new rules, which would prevent any bank from operating in the major industrial economies unless it subjects its worldwide operations to proper scrutiny by regulators, among which one regulator would play a leading role.

The second big event has been the attempt by Olympia & York, the world's biggest property developer, to restructure its \$12bn of borrowings. O&Y was in theory the text-book case of a company reducing the risks of its business by expanding across borders. If the inherent riskiness of the business had been reduced, the risk of lending to it should also have been reduced.

O&Y's 100 banks each have a different tale of woe concerning how they misunderstood the risks of lending to it. One example will suffice to show how the internationalisation of a business can provide false comfort.

In November 1990, after months of trying, O&Y suc- causes of the decline in UK



ceeded in persuading a club of 10 banks to provide it with £490m to finance the construction of the Canary Wharf office development in London's dock-

The hanks had profound reservations about the £3bn project. They were concerned that the sheer scale of the development was excessive. They were convinced that the London property market was past its peak. They were concerned that transport links between Canary Wharf and central London were poor.

Yet they provided the money, because they obtained a guarantee from the parent company in Canada. If Canary Wharf failed, the mighty O&Y would bail them out - at least, that is what they believed. But the banks, like O&Y itself, neglected one simple but crucial factor. Some of the

property prices were not unique to the UK alone. Recession was taking its toll not just of the London real estate market but also of those in Toronto and New York.

Internationalisation - the linkages between the economies in North America and Europe, and also between markets in the respective continents - had by no means mitigated the risks of lending to Ŏ&Y. Another example of interna-

tionalisation bringing problems is the effect on financial markets everywhere of Japanese banks' relative shortage of capital. This is also an example of the costs incurred when bank regulators try to create a level playing field between banks operating in international markets. By the end of this year,

banks from all countries which are signatories to the 1983 to carry in their balance sheets an identical minimum amount of capital relative to their assets, known as a capital ratio. Banks are required to maintain these minimum capital ratios as a protection to

their depositors. However, many of the big Japanese banks have less than the required amount of capital. In part, this is because the Bank of Japan, the Japanese regulator, had for years set its banks different standards from those set by regulators in other countries.

The other big problem for the Japanese banks is that a substantial proportion of their capital is in the form of shares listed on the Tokyo Stock Exchange, and these have fallen sharply in value as the stock market has fallen.

It has breached its borrowing This shortage of capital for the Japanese banks is not a covenants, and therefore needs bank shareholders, who over

banks to make drawings on its unnsed facilities. The company freely admits that it expects difficulties in obtaining this agreement from its Japanese banks though it hopes that enough

to get the agreement of its

will give the waiver to the relevant hanking covenant to allow the project to continue. There is another aspect to the internationalisation of banking which is proving more salutary, and that is the spur provided by international com-

petition to cost-cutting in the

banking industry.

Though the competitive pres-sure from Japanese banks in lending to big companies has reduced, most banking markets remain relatively competitive, and cross-border competition is a factor in this. There is also a widespread expectation that further barriers to crossborder banking will come down - whether the borders are state ones in the US or national ones in the European Community,

It is no accident, therefore, that banks in many different parts of the world are reorganising their operations in broadly similar ways.

The thrust of the strategic moves which many of them are making is to increase productivity by reducing costs. In the US, there has been a wave of mergers and takeovers. In simplistic terms, the aim of the merger of Chemical Bank and Manufacturers Hanover in New York - and of the takeover of Security Pacific by Bank of America, in California - is to feed the revenues of two banks through the cost structure of just one. Lloyds Bank's attempt to buy Midland

in the UK has similar aims.

banks were the biggest lenders

In order to try to meet the

new capital requirement, the

Japanese banks are both trying

to raise new capital - and this

is proving difficult - and call-

ing in foreign loans and refus-

There is one positive effect

ing to make new ones.

in international markets.

for other banks. Without com-In all these cases, the merger petition for loans from the Japor takeover has foreshadowed anese, the margin on internaenormous cuts in the worktional lending has widened. force of the combined banks to But there is also a powerful reduce costs. Banks in many negative effect. A shortage of countries are more vulnerable to takeover than they have liquidity from Japanese banks is causing difficulties for some ever been, due to legislative and regulatory changes. But big borrowers. The UK's Eurotunnel, operator of the Chaneven banks choosing not to nel tunnel and one of the combine with others are shedworld's biggest borrowers with ding vast numbers of employ-£8bn of banking facilities, is ees and endeavouring to

become more productive. All of which is good news for

Backbone for the **Basle**

IN THIS SURVEY

Accord Regulators are considering whether to enforce sanctions against banks which fail to meet

the capital adequacy targets

M&A: consolidation starts at home

Bad debt how NatWest manages it Allfinanz: why the banks

are selling insurance to their customers Global custody: why it's

still in vogue Country reports: the US, Japan, Europe, the UK, the Nordic countries Profiles: GE Capital Credit Lyonnais Deutsche Bank

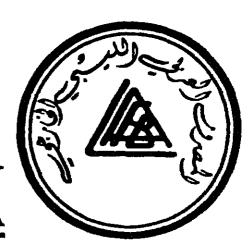
the years have had reason to fear that banks' executives put too low an emphasis on earning a respectable return on capital. But if shareholders had one wish, it would be that the managers of their banks could become better judges of the risks inherent in different

forms of lending. Internationalisation in the 1980s often seemed to mean that bankers from different countries made identical mistakes in lending to highly borrowed companies and to prop-

erty businesses Recession has forced most banks to reduce lending, so it is too early to say whether bankers have learned from their mistakes and have become better evaluators of risks. If there were a widespread improvement in bankers' basic lending skills, "internationalisation" would no

JBYAN ARAB FOREIGN BANK





FINANCIAL HIGHLIGHTS

| ** *********************************** | | |
|--|---------|------------------------|
| IN MILLIONS OF U.S. DOLLARS | 31.3.91 | 31.3.92 (UNAUDITED) |
| PAID UP CAPITAL | 422 | 539 |
| RESERVES & PROVISIONS | 389 | 389 |
| DEPOSITS | 2442 | 2336 |
| FACILITIES | 132 | 213 |
| INVESTMENT, SECURITIES, & LOANS | 973 | 979 |
| EQUITY PARTICIPATIONS | 448 | 616 |
| TOTAL ASSETS | 3742 | 3852 |
| PRE TAX PROFITS | 18 | 83 |

AUTHORISED CAPITAL ONE BILLION US DOLLARS

- YOUR BANKING GATEWAY TO AFRICA AND THE ARAB WORLD
- PARTICIPATIONS AND JOINT ACTIVITIES IN FIVE CONTINENTS
- WORLDWIDE CORRESPONDENTS NETWORK
- PARTNER IN EUROPEAN BANKING AND FINANCIAL INSTITUTIONS

WORLDWIDE DIRECT & INDIRECT PARTICIPATIONS, INCLUDING:-

• ARAB WORLD:

- ALGERIA
- BAHRAIN
- EGYPT
- JORDAN
- LEBANON
- MAURITANIA
- TUNISIA - UNITED ARAB EMIRATES

• AFRICA:

- BURKINA FASO
- CHAD
- MALI
- NIGER
- TOGO - UGANDA

• EUROPE:

- FRANCE
- GERMANY
- GREECE
- ITALY - LUXEMBOURG
- SPAIN
- SWITZERLAND

- TURKEY

- UNITED KINGDOM

AMERICA & FAR EAST

- HONG KONG
- PERU
 - U.S.A.

NEXT DOOR NEIGHBOUR TO OUR CLIENTS ANYWHERE

OUR ADDRESS IN TRIPOLI: " DAT EL IMAD" ADMINISTRATIVE COMPLEX TOWER -2-TELEPHONE (SWITCHBOARD) 45610/1, FOREX 38107, TREASURY 74028, FAX 42970

WORLD BANKING 2

THE DEADLINE by which international banks must comply with the Basle Accord on capital adequacy has not even been reached, but central bankers are already working on the next stage of prudential

Regulators are considering whether to enforce sanctions against banks which fail to meet the Basle targets, whether the original Basle agreement should be stiffened or slackened, and how new rules covering securities dealing should apply to banks.

Most international banks have until the end of this year to meet the Basie targets, with Japanese banks having until March 1993, the end of their current financial year.

From this time, all banks must maintain a minimum capital-to-assets ratio of 8 per cent. Moreover, half of total canital must be tier 1 or core capital, consisting of common equity and perpetual preference shares. The rest can be tier 2, or non-core, capital, including dated preference shares subordinated loans and hybrid debt instruments.

biggest problems in meeting 17,000, most Japanese city or

Regulators may use sanctions to enforce capital adequacy targets, writes Simon London

Pressure for leniency resisted

the full 8 per cent capital ratio commercial banks are close to, by the deadline. The decline in the Tokyo stock market has eroded unrealised gains on large securities holdings. Under the Basle accord, 45 per cent of these unrealised gains can count as tier 2 capital

In the early stages of the Japanese equity market crash. new tier 2 capital was raised in the form of subordinated loans, often from institutional investors such as insurance companies. However, this year the fall in equity prices has been not be raised fast enough to off-set the erosion.

IBCA, the credit rating agency which has specialised in the banking sector, esti-mated that the hidden reserves of the largest 20 Japanese banks shrank from Y34,992bn (£148bn) to Y18,693bn last fiscal year. With the Nikkei stock market average at around or below, the Basle target.

Japanese banks are not alone in facing problems. The recession has led to increased provisions against bad debt. The full extent of write-offs - against the property sector in the UK and US, for example - may

not be clear for another year. However, the Balse committee has so far resisted pressure to ease the targets, either by changing the required capital ratio, extending the deadline, allowing new hybrid debt-equity instruments to count as core capital. Experience shows that capi-

tal ratios can be improved quickly, if the right steps are taken. Citicorp, for example, had a full Basle ratio of just 6.52 per cent in 1990. At the end of March this year, the ratio had improved to 8.12 per

The bank achieved this by raising new tier 1- capital.



Gerald Corrigan heads the littee of central bankers

mainly by placing preference shares, cutting back on new loans and selling assets. For ple, the sale of a controlling interest in Ambac, the financial guarantee insurer. both netted \$350m (£196m) in cash and removed \$25bn assets from the consolidated balance

Indeed, far from easing the targets, regulators are now asking what sanctions should be imposed on banks which fail to meet the Basle targets. No punitive measures were included in the original agree-

ment, which is a purely volun-

tary undertaking.

A committee of central bankers, headed by Mr Gerald Corrigan, president of the Federal Reserve Bank of New York, is looking at measures which could be taken against banks that are seen as inadequately

The committee was set up following the collapse of the Bank of Credit and Commerce International National regulators feel that they have little. control over the branches of foreign banks operating in their jurisdiction.

Central bank sources said that inadequately-capitalised banks would "by implication"

be subject to the same measures as inadequately-regulated institutions.

The main proposal before the Corrigan committee is that host country regulators should be able to assume additional regulatory powers over foreign banks operating in their jurisdiction. This could be achieved by forcing foreign bank hranches to convert to separately capitalised subsidiaries. fully regulated in the host

National regulators are also taking unilateral action, building the Basle agreement into law. For example, the US congress last year passed legislation giving the US regulators powers: over under-capitalised banks.

The law allows "critically under-capitalised banks" to be placed under the control of the regulators, even though they are technically still solvent. Under which circumstances

these powers could be used has yet to be described.

International regulators have also turned their attention to the securities business including the securities operations of banks. New capital rules governing market risks such as underwriting, foreign exchange dealing, and bond trading could impose an additional burden.

Regulators argue that new rules should not lead to banks having to provide additional capital. Most securities holdings are already covered by the "broad brush" approach of the

Japanese banks are not alone in facing

problems. The recession has led to increased provisions against bad debt

Basle agreement. However, it is clear that more detailed rules will encourage banks to become more sensitive to the capital implications of types of securities business running long positions of nongovernment securities, for

Banks may also be more careful about allocating scarce capital resources between different parts of the business.

Rules are being drafted by the European Commission, the International Organisation of Securities Commissions (losco) and central bank regulators meeting in Basle.

The Basle committee and losco have co-operated and hope to publish a first draft in the end of the summer. The ist capital adequacy directive has passed through several drafts, but remains stalled by political

wrangling. Bankers are concerned that the rules should give them equal treatment with non-bank securities firms. Some issues on this score have now been settled. For example, banks will probably be able to raise short-term subordinated loans a type of tier 3 capital - as backing for positions, in the same way as non-bank

rus. But several areas remain controversial, such as the treatment of large securities exposures, capital backing for underwriting risks and the netting of short and long bond holdings.

Acquisition or alliance? Peter Montagnon on a single-market dilemma

Consolidation starts at home

THE DEVELOPMENT of the from scratch?
European single market has Of all these options, the lat-European single market has confronted bankers with a

On the one hand, they feel under pressure to expand across the national frontiers that have hitherto divided the European Community. On the other, they know that, even if the theoretical barriers to such expansion have broken down, and tradition remain a formi-

dable obstacle. The problem is less acute with specialised wholesale banking, which is more or less a global business anyway, than with retail banking, which requires a physical presence in the foreign market.

That raises the question of how such a presence should be established. Should it be through acquisition and merger, or by collaborative alliances which may involve an exchange of shares? Or should it come through a direct attempt to establish a presence

ter is probably the most difficult of all. Customer preferences are deeply ingrained in national retail markets, and newcomers face stiff psychological resistance; but that does not mean the alternatives

In the Netherlands, a merger has produced a bank powerful enough to deflect outsiders from harbouring ambitions in the Dutch market

are easy either.

Though the run up to the single market has seen some cross-border acquisitions of retail banks, such as the purchase by Deutsche Bank of Banca d'America e d'Italia. bankers generally reckon that such an approach has many pitfalls for management unfamiliar with the territory into which they are expanding. The

trouble is that collaborative alliances can also prove fragile and not particularly lucrative.

One of the older of such alliances is that between Banco Santander and the Royal Bank of Scotland, which involves the Spanish bank holding a 10 per cent stake in its Scottish partner. The relationship has allowed the Royal Bank to develop and market an online service, giving its UK customers effective access to Santander branches. This is now being extended to other European countries as well. Yet it is difficult to detect ways in which the relationship has been a dynamic generator of profits over the years. A cynical view might be that the greatest benefit of the arrangement, which also involves a Royal Bank stake of just over 2 per cent in Santander, is that it discourages outsiders from bid-

ding for the Royal Bank. Last year, meanwhile, saw the failure of efforts by Crédit Lyonnais and Commerzbank to

agree the terms of a collaborative alliance, apparently following differences over strategic direction after German unification and a clash over Crédit Lyonnais' ambition to adopt a dominant role. Negotibetween Dresdner Bank and BNP are proceeding, though this is clearly a lengthy process. In the meantime, the main thrust of their collabora-

side the EC, such as Switzer-

land and Hungary.

It is thus ironic, but not surprising, that one of the main trends of European banking in the run-up to the single market has been for the industry to consolidate at national level. In this context, Lloyds' interest in acquiring Midland scarcely seems out of place, even if it does pose competition policy problems in the UK. According to the OECD, the number of European bank mergers within national borders is running at nearly twice those across bor-

tion has been in countries out-

Crédit Lyonnais tailed to agree an alliance with Commerzbank, after a clash over the Fren bank's wish to adopt a dominant role Credit Lyonnais is profiled on page 6 of this survey

ders within the Community. The trend is clearly seen in the experience of Dutch banking. After the failure in 1989 of the proposed merger between Amro Bank and Générale de Banque, of Belgium - attributed in part to the difficulty of maintaining separate identities for the two banks within their old home markets - the Dutch bank turned instead to a

merger with its compatriot, ABN. The result is a bank powerful enough to deflect outsiders from harbouring ambitions in the small Dutch market, while also being of a size large enough to expand abroad.

The trend to consolidation is yet more marked in the countries of southern Europe, where banking was less well developed before the single market concept was launched Having realised that its high margins made Spain a juicy

prospect for foreign banks, the authorities there actively promoted a process of consolidation, starting with the merger of Banco Bilbao and Banco Vizcaya in 1988. The process was far from easy, but has produced results in the form of significant cost

Under its Amato law, which confers tax privileges on banks which merge, Italy is belatedly following suit. The prime motivation may be the modernisa-tion of the industry and financial system in a way that will discourage predatory foreign ers; but mergers in the home market also appeal, because they create much greater scope

for cost savings. Lloyds, for example, has identified some £700m annually that could be saved if it were allowed to amalgamate with Midland. The alternative offered by the Hongkeng and Shanghai Banking Corporation is a strategy of regional synergies, whose benefits are harder to quantify.

A similar lesson emerge across the Atlantic, where mergers such as that between Manufacturers Hanovér and Chamical Bank have as much to do with the cost savings from rationalisation than with a desire to benefit from liberalisation of interstate expansion. The US, it will be recalled. already has the benefit of a singie currency. Only when that comes to Europe, too, are cross-border mergers of banks likely to make a great deal of sense.

4000

· [4]:[4]

Alk El Ri

isa bridge

bi and We-

.



ARAB BANK

The most experienced Arab Bank brings our worlds together

With over 60 years of growth and experience, we are the largest international financial institution in the Arab World. With more than 100 of our branches and affiliated offices all over the world and branches in all the major financial centres, we have created a complete range of services from the simplest funds transfer to the the most complex trade and project financing. Our branches and affiliates span four continents: Asia. Africa, Europe and America.

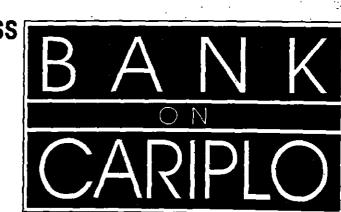
A look at our 1991 figures shows over 17.5 billion U.S. dollars in assets, an increase of over 2 billion dollars from 1990. Total shareholders equity increased from 903 million U.S. dollars to 953

million. Also, deposits in 1991 reached 13.4 billion U.S. dollars, an increase of 1.4 billion U.S. dollars from 1990. Call us at any of our following major centres:



London Paris Zurick New York Singapore Bahrain

FOR YOUR BUSINESS



Count on Caripia for speed and efficiency for all your banking needs Whether it's financial, commercial or overall assistance. Count on the great experience of a bank born and bred in Milan, linked in real-time to 600 branches throughout Italy. Count on a sound capital base of 5,099 million dollars. Count on the professionalism of a group represented in Athens, Beijing, Berlin, Brussels, Budapest, Chicago, Frankfurt, Grand Cayman, Hong Kong, London, Luxembourg, Madnd. Moscow, New York, Parls, Seoul, Tokyo and over 1,800 correspondent banks. If you have a problem or just want advice, you can always count on Carplo.

41.20 MAY 30 1981

The sales of the s

the side of the second of the

and love ma

Charles areas into A COLUMN TO THE STATE OF THE ST

A STATE and leng bed

Visito lat. Sec. 1977 (1977) Per on head (1977) Indiana.

The price to

the state of the s

THE STATE SORE

to party scale as

्रा शिक्षा

the lines of

11,000

The Party Court of the Party of

e de librero Roma S

and the Salate Ber

of the residence 🚾 🗧

- Chickey of States 6 n N 742

er og fillhandstate

and the learning to and the rest

er in the course property of the

and the second second

10 E 30

.. ... Cr of RODE The second of the party of

Atlantic 💫

ta ing

nia kanne in

TEMPE

Titie siteraze

e les avisos

3 . 3 1

Colored San Park forms (and of the Francisco Company

WORLD BANKING 3

| The top | 10 US ban | ks, based on | 1991 | year-end assets | | |
|-------------------|-----------------|---------------------------------------|------------------------|---|-------------------|--|
| | Assets (Sbn) | 1991 net income (\$m) (loss) | % change on year | 1st qir 1992 net income (\$m) (loss) | change on year | Common equity to assets (\$m) |
| Piticorp | | (457.0) | <u>-</u> | 183.0 | +97 | 3.40 |
| | 216.9 | | n.m. | | | |
| "Chemical Banking | 138.9 | 154.0 | -85 | 260.9 | +44 | 4.10 |
| †Bank America | 1155 | 1,124.0 | ÷28 | 303.0 | +7 | 5.83 |
| *Nationsbank | 110,3 | 201.9 | -44 | 310.0 | +95 | 5.67 |
| J.P.Morgan | 103.5 | 1,114.0 | +44 | 299.0 | +10 | 5.39 |
| Chase Manhellen | 98.2 | 520.0 | n.m. | 141.0 | ÷ 20.5 | 4.36 |
| †Security Pacific | 76.4 | (774.5) | n.m. | (496.3) | n.m. | 4.11 |
| Bankers Trust | | 667.0 | 112111 | 175.0 | +9 | 4.55 |
| | 64.0 | | | | - | |
| Weils Fargo | 53.5 | 21.0 | - 8 7 | 119,0 | -22 | 5.24 |
| First Chicago | 49.0 | 116.3 | -53 | 60.7 | + 23 | 5.1 |

*Figures have been restated to show combined data for Chemical Banking and Manufacturers Ha †BankAmerica and Security Pacific have not stated their pro-forma 1981 results. When unified, the marged bank will rank as the second largest

EFigures have been restated to show combined data for both NCNB and C&S/Soyran, which marged on December 31, 1991, and is now

Research: Rivka Nachoma



Alan Greenspan has expressed his support for interstate branching, but doesn't think legislation will occur this year

America's banking system is bloated with excess capacity, and the need to streamline has become urgent, writes Alan Friedman

Merger wave continues amid hopes for interstate reform

IT HAS been a time of reckoning for America's commercial banks, a time of facing the realities of lean economic times, the mistakes of the past and the need to

Source: company report

The past 18 months have seen huge loan losses at some of the largest US banks, many of them caused by the crisis in the commercial real estate market and the lemming-like plunge into such lending by many banks in the latter part of the 1980s.

> Yet bankers rarely seem to icam from their mistakes. Late in recognising their problems, as they were in the sovereign debt crisis of the early 1980s and in the leveraged buy-out lending a few years on, many American bankers were last year forced not only to make record-level bad debt provisions, but to confront a more fundamental and more

Some banks are already , expanding interstate, taking advantage of the varying state laws

structural problem: America's banking system is bloated with excess capacity, and the need to streamline has become

Until last December, there were many who thought that legislative reform would provide some degree of speedy relief. They were wrong. The US congress abdicated most of its responsibilities and approved a weak, compromise bill that skirted the most giving banks the right to expand into equity, underwriting, insurance and other financial services areas.

The biggest issue that US bank reform legislation ignored was the rather reasonable and economically useful proposal to allow banks the right to open branches

across state boundaries.

Some big banks, most notably institutions such as Bank of America and Banc One, are already expanding interstate. They are able to take advantage of the varying US bank, with \$136bn of assets,

we know the people.

near Moscow.

Head Office:

Address:

telex:

phone:

phone:

fax:

KIONKION(O): [U]= | NARE

BANK EUROKOSMOS

is a bridge between East and West Europe.

We are doing our best to work to western standards. Bank Eurokosmos provides you with a wide range of banking services, but our main specialization is to serve western investments in Russia. We know the country and

A part of our anthorised capital is paid in hard currency. Bank Eurokosmos has the licence for carrying out

We have a branch in Zelenograd, a free economic zone

103051 Moscow,

103051 Moscow,

411700 (box 2105)

Maliy Sukharevskiy Lane, 9

(7-095) 292-65-11 (box 2105)

Wostochno-Kommunalnaya Zona.

Please, contact us, we are always ready to help you.

Box 233

208-02-87

Zelenograd Branch: 103489 Moscow (Zelenograd),

534-46-20

banking transactions in foreign currencies.

state laws around the country. But the system is not uniform. The US, with all its potential economies of scale, is thus one of the few western countries that does not allow its high street banks the right to operate nationally. This, in turn, can create enormous and excessive administrative costs. For example, a bank must have separate boards and administrative operations just to have branches on both sides of the Hudson River in New York and New Jersey.

The interstate branching debate flared again recently, authorities in when Washington gave savings banks the right to go national. Both complaints and then lawsuits began flying at the savings bank regulators from smaller, independent banks, while the big commercial banks simply became furious.

Mr Alan Greenspan, chairman of the Federal Reserve Board, has expressed his support for interstate branching on several occasions, most recently in a speech in Chicago this month. The Fed chairman said there would be "significant cost savings" in the mega-mergers that could follow the passage of such legislation.

ultimately prevail. Mr Greensnam Greenspan argued, but he added that he didn't think such banking legislation would occur in 1992. Rather, he predicted that a helpful political climate would favour the legislation in 1993.

Mr Greenspan's political

instincts were, as always, fine-tuned. Few Washington insiders expect interstate branching to be approved during a presidential election year, when the White House is doing its best to alienate as few special interests as possible. Yet the wave of mergers that would undoubtedly expand with such legislation is already

under way. Last year saw three giant mergers, beginning with the joining of Chemical Bank and Manufacturers Hanover Trust in New York. The Chemical merger not

only created the third biggest

it also will result in more than \$750m of annual cost savings over the next three years. Already this year, Chemical is ahead of its target, proving that one can slash back-office costs by a substantial amount
- and especially when the banks being merged are in the same market.

The marriage of Bank of America and Security Pacific in California - really more of a rescue of the troubled SecPac

costs can be cut in a transaction in the same geographic market. The projections from California call for \$1.2bn of annual savings by 1995, with up to 12,000 of the combined bank's 91,000-strong workforce being made redundant.

The third big merger, between NCNB of North Carolina and C&S/Sovran of Georgia, was across state

undoubtedly benefit even more if full interstate branching laws were on the federal books. Mergers are, of course, not the only solution to America's banking woes. The strengthening of capital ratios The is another priority for many regulators, and banks have gone some distance to

bolstering their bases by selling off less strategic assets.

The toughest challenge is faced

- is another example of how boundaries, but it would by Citicorp, the biggest US bank and ironically the weakest of the top 10 in terms of capital ratios. Citicorp's problems,

including its heavy real estate exposure, have been the constant subject of speculation in the banking community. Mr John Reed, the chairman of Citicorp, has been sharply criticised for sloppy management of the bank by many of his peers.

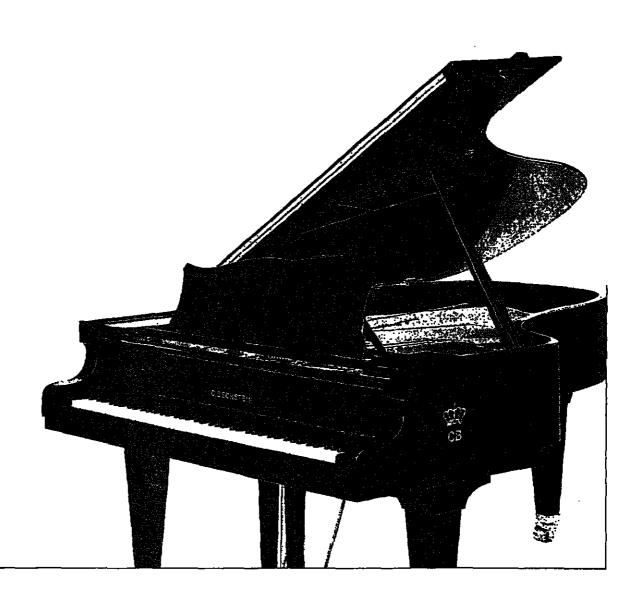
Mr Reed, however, is determined to strengthen the bank's capital and clean up the mess as soon as possible. And there have been signs he is

making progress. Looking ahead, it seems fair to say that some of the worst of the problems facing the US commercial banking sector are over. The skies, as Mr George Salem, of Prudential Securities, put it recently, appear to be

A recent analysis of pros pects for US banking, by Salo-mon Brothers, suggested that perceptions of the real estate crisis have now shifted from being "life threatening" to being more in the "nuisance" category. That may be a trifle facile, because it is hard to generalise. Bad debt provisions will still be very high this year at a number of US banks. But at least one can begin to see recovery down the road.

As you can well imagine, you need a lot of talent to build an estate. That's why some bankers do only that.

Independent and personally responsible, they think of each private and institutional estate as a major work that is worthy of their fullest attention. They know a personal relationship goes band-in-band with solid investment research, in-depth performance analyses and continuous counselling. They know it takes a lot of work to create a masterpiece.













GROUPEMENT DES BANQUIERS PRIVÉS GENEVOIS

A vision of liberty

Industrial Commercial AvtoVAZbank

according to the rating takes the third place among the commercial banks of Russia and has a wide network of branches, allifetes and Official bank auditor is the fam Price Water

Addresses and contact telephones: r: 125205, Moscow, New Arbet, 36 Tel: 290-8051 In Wien (Austria): A 1010 Wien, Austria, Freyung 4, Palais Kinsky.

BORDIER & Cie (1844) - DARIER, HENTSCH & Cie (1796) - LOMBARD, ODIER & Cie (1798) - MIRABAUD & Cie (1819) - PICTET & Cie (1805) galand in the United Kingdon and does not every on unversaces because in the United Kingdon. This adversaces has been approved by London'd Other Provint Asset Management Limited, and Microband Provint Asset Management Limited, members of Bulk O

In Geneva:

WORLD BANKING 4

Stefan Wagstyl considers Japan's difficulties

A cloud over credit

JAPANESE BANKS face their most severe financial recession since the second world war. Fears that they might not be able to cope with the strain are so widespread that the authorities last month took the unpreccdented step of announcing estiresults, and gave an official assurance about the health of the banking system.

The banks' main problem is a shortage of capital, compounded by an increase in bad loans caused by the collapse of the financial boom of the late 1980s when stock and land prices

At the same time, a slowdown in the Japanese and world economy is reducing openings for profitable new bus limiting the opportunities for hanks to restore their balance sheets with increased profits.

Bankers say it could take five years to get over the difficulties caused by bad loans. It is premature to talk of a credit shortage - since loan demand is sluggish in Japan due to the economic slow down. But any recovery could be stifled by the lack of credit. At the very least, borrowers at home and abroad could find credit more difficult to secure than at any time since the 1970s, and more expensive.

The outlook is not wholly had banks have responded rapidly unprofitable business and concentrating on boosting profits. The stronger banks will remain formidable competitors in domestic and international markets; the weaker are in danger of losing their independence.

Also, even though deregulation has reduced the Japanese authorities' ability to control the markets, both the Bank of Japan and the Ministry of Finance have made it clear that they will support the banking system. The authorities are determined Japan should not suffer the ignominy of its first post-war bank bankruptcy. "Our banking system is very sound. Excessive concern is unneces-

sary," says a ministry official. Furthermore, if Japanese banks are suffering, so are many of their international comnetitors, as shown by the current cash crisis at Olympia & York, the Canadian property

The finance ministry said operating profit for all 153 Japa-nese banks rose 26.8 per cent to Y3.659bn (£15.5bn), boosted by declining interest rates. Pre-tax profits fell 17 per cent to Y2,799bn, due to aggressive write-offs for loans and investment loans, including those related to the property market. Net after-tax profits fell 24 per cent to YL379bn.

These figures show how banks have exploited recent declines in interest rates to increase their lending margins. and their success in cutting costs. However, the results are historic. More important is the amount of capital banks have for the future and the extent to which this will be eroded by write-offs on bad loans.

The problem is to meet the international capital adequacy standards set by the Bank for International Settlements, which come into force at the end of March 1993. Most leading banks met the BIS standard of 8 per cent ratio of capital to assets at the end of March 1992. But a portion of their unrealised gains in securities - and these were hit by the stock market's sharp fall since March.

Banks can improve their capi-tal adequacy ratios either by boosting capital or by cutting asset growth. Japanese banks have done both: they raised equity until the stock market plunged in 1990, then they took out subordinated loans, which for BIS purposes count as a form of capital. Meanwhile, they cut asset growth sharply from a peak of above 15 per cent in the late 1980s, to an estimated 4 per cent in the year to the end of March 1992.

Banks plan very small increases in assets this year and little or no growth in overseas assets. However, they intend to wait until the second half of the year before they made any drastic decisions, such as turning away needy borrowers. They hope that the current extreme weakness in the stock market will prove temporary. Borrowers in some sectors, notably property, are squealing for credit. But their problems do not stem from BIS-imposed constraints, but from the worldwide plunge in property prices. Fortunately for Japanese banks, BIS rules contain no sanctions. It will be for the Japanese finance ministry to decide what penalties to impose - and it is unlikely to do anything which might undermine the banks' interests at such a delicate time. US and European reg ulators are also unlikely to put pressure on Japan for fear of the possible impact on international

nfidence in Japanese banks. Much depends on how much had debt needs to be written off. According to the finance minis try, write-offs for all banks rose sharply last year to Y639.3bn. national banks had Y7,000bn Y8.000bn in bad loans at the end of the fiscal year, that is loans on which no interest had been naid for six months. However, all but Y2.000bn-Y3.000bn was covered by colleteral, said the ministry. Since, even after recent stock market falls, banks had unrealised portfolio gains of Y17,000bn, banks could easily

cope with bad loans, said the ministry official. Industry analysts put total bad loans at up to Y20,000bm. sometimes more. However. much depends on how such loans are calculated. Similarly, the value of collateral is often difficult to establish given that much of is property and the property market is now weak. Squeezed by the shortage of

capital and mounting bad loans, bankers are naturally cautious about new lending. They are seeking better security and higher margins than in the high-growth years of the late 1980s. They are also likely to favour old-established blue-chip Japanese companies over other customers they may know less well. However, since blue-chin borrowers pay lower rates of interest than most clients, even they may find credit a little tighter. For example, banks have been asking customers with large cash balances as well as borrowings to use a portion of these balances to repay debt. But with the Japanese economy still slowing and companies cutting inventories, it is is too soon to forecast how severe any credit shortage might be. Cartainly, those who know they will need funds next year, to refinance existing borrowings or bonds which fall due, are

EUROPEAN MONETARY union - a single currency across the member states of the European Community would have profound effects on the banking sector. But the winners and losers are far from clear at the moment, and the changes may well be gradual

rather than dramatic. One impact would be on the foreign exchange markets. A unified European currency would mean that there would no longer be any trading between the various countries' monetary units - and thus on the foreign exchange profits of

Mr Christopher Ellerton, banking analyst at Warburg Securities, says this point should not be over-emphasised. The bulk of foreign exchange trading is currently on the dollar/yen, dollar/Deutsche Mark and sterling/dollar cross-rates. Such trading would not be affected by a unified currency, save that the D-Mark might be replaced (in name, at least) by the Ecu.

smaller currencies will have movided incretive niche markets for forex traders. And, of course, Europe's tourists will not need to change their money every time they cross a border - and pay banks commission income on each occasion. One researcher set off from

Nevertheless, some of the

els to visit all 12 Community nations with BFr1,200. Rather than spend any money, he simply exchanged his cash for the local currency in each readily sold across European place. By the time he returned,

NORDIC BANKS incurred heavy losses last year, and the events of early 1992 suggest that many are again likely to suffer from substantial credit losses and a high level of non-

With hindsight, bankers claim that the rapid deregula-tion of the Nordic countries' financial markets during the 1980s is partly to blame for the Finland, Sweden and Norway

led a sheltered existence, with strict controls on lending. When restrictions were lifted in the mid-1980s, banks scrambled to lend to companies and individuals, often paying little heed to creditworthiness. The consequences, particu-

larly to the real estate sector, were hit by recession. In Sweden, the government

announced this month that it

became only too clear in the 1990s as the Nordic economies

Banking sans frontières? Technology may help

Winners and losers in a European game

he was left with only BFr596, less than half his starting capi-

A unified European currency would, of course, mean that the same level of interest rates would prevail across the Community. Given that UK interest rates have tended to be higher than the European average this might affect some UK banks, according to Mr John Aitken, banking analyst at County NatWest, UK banks have been used to a high level of interest rates, which creates an "endowment effect" on their profits, by charging high rates for loans and offering low returns on current accounts. (Although, as a counterbalance, high interest rates normally lead to increased bad

But what about the dream of a genuinely open European banking market, with banks of all nations offering services to customers across national markets? It may take a long time to appear, according to some

It is difficult to imagine retail banking products being

houndaries within the next 10 years, according to Mr Aitken. Products are difficult to compare, because of the different ways that banks can charge petition.

some via straight fees, some via higher rates for overdrafts, and the subtly different ser vices on offer. "Most people will vote with their national prejudices," says Mr Aitken. "Banking products are not readily exportable," according

Cultural differences could mean that progress will be slow

Mr Ellerton, at Warburg. Technology may break down some of the barriers. Services such as Directline insurance (a subsidiary of the Royal Bank of Scotland) may set a trend for telephone-based financial services. The FirstDirect telephone banking services is the kind of product which might be relaunched (via a different

name) in other EC countries. But the sheer strength of the branch networks built up by and merger are much more likely routes to cross-border banking links, than direct com-

Even before monetary union, the prospect of the single European market, due to come into force at the end of this year, had prompted a number of cross-border hanking deals. Some deals have been unam-

bitious, such as a five-bank deal signed in 1991 which allowed customers of Credit Agricole of France, Rabobank of the Netherlands, Banco Ambrosiano of Italy, Lloyds Bank of the UK and Bayerische Vereinsbank of Germany access to each other's branches.

The best known link is the Deutsche Bank takeover of Morgan Grenfell, but there have been a number of deals in the field of fund management. Here, the trend has been for continental banks to take over UK investment groups, in search of the generally acknowledged equity management expertise that Londonbased companies are perceived

put a premium on such skilis Investment institutions have traditionally held the bulk of their assets in their own markets, in part because of currency, domestic and other EC 1 assets ought to be interchange able; as a consequence, institut. tions should shift a far greater proportion of their portfolios into other European markets ::: They will need international . managers to look after those *.

A single currency ought to

On the retail front, fund managers hope eventually to sell mutual funds Europe-wide ... via the Ucits (undertakings for collective investments in transferable securities) system. The "international rich", who often live in more than one country,

are the ideal target market. Banks have traditionally dominated the investment market on the continent, and thus should benefit from any crossborder Ucits growth. But to date, the bulk of Ucits money has merely moved to Luxembourg from other offshore centres as investment companies have moved to centralise their cross-border funds.

Again, a single currency ought to help the growth in Ucits investment. But cultural differences, such as continental preference for bond over equity investment (and the reverse bias in the UK), could mean that progress, as in other financial services fields, will be

Philip Coggan :.

Nordic players blame the new rules

would nationalise Nordbanken. as the bank faced mounting credit losses and was in danger of failing to meet the capital adequacy requirements set out by the Bank for International Settlements. Nordbanken. which was already state-controlled, ran up credit losses of

SKr10.5bn (£1bn) in 1991. The government's SKr20bn rescue package came only a few weeks after it had been forced to announce a SKr7.3bn rescue package for Första Sparbanken, the troubled savings bank hit by heavy losses in the property and construction sec-

So far, the credit losses have related mainly to the real estate and finance companies. However, some analysts express concern that, as unemployment in Sweden looks set to rise, the next wave of bad loans could arise in the private sector as households find it difficult to repay their debts. In Finland, the central bank was forced to propose a rescue

When restrictions were lifted, banks scrambled to lend, paying little heed to creditworthiness

package for the banking sector

in March, having already

stepped in to take over Skopbank, the country's main savings bank.

The rescue package consisted of measures to bolster the banks' capital adequacy ratios and restore confidence in the sector by setting up a new FM20bn (£2.5bn) govern-

The Finnish economy is suffering from a deep recession. due partly to the collapse of trade with the former Soviet Union and the downturn in the forestry sector. The government was worried that banks would have to cut back their loans in order to meet the 8 per cent capital adequacy requirement, leading to a credit crunch and hindering an even-

ment deposit guarantee fund.

tual recovery in the economy. Last year was also a bad one for the Norwegian hanks, with the big three - Christiania Bank, Den norske Bank (DnB) and Fokus Bank - reporting combined net losses of NKr16hn (£1.4hn). The government was forced to prop up the ailing banks, nationalising Christiania after its capital had been wiped out and providing a

cash injection for DnB. Moody's Investor Services, the credit rating agency. recently warned that Christiania and DnB were unlikely to break even this year.

Compared with the catalogue of disasters in Norway, Finland and Sweden, Denmark can boast that its banking sector is in a relatively healthy state. There have already been signs. of rationalisation, with the smaller financial institutions: being bought by larger con-r

cerns in recent years. As in the other Nordic countries, analysts point to theneed to reduce staff and branches in these heavily overhanked markets if costs are to: be reduced. Even so, the worry. is that many banks in the region will continue to beplagued by credit losses and that recovery will be slow.

Sara Webb

A small country of great possibilities:

HUNGARY

A large bank in a small country:



A bank that understands possibilities, because its knowledge is supported with up-to-date informations.

A bank with close connections in all major aspects of the business sector. A bank that always knows the exact situation of the Hungarian economy and the

processes of capital markets and privatization. A bank which offers a network of branches throughout the country.

A bank which is involved in almost one quarter of the money now circulated in

A bank that has been authenticating its results and balance-sheets carried out according to the international standards since 1989. A bank with results, skill and creative energy.

Kereskedelmi Bank Ltd.

H-1851 Budapest Arany János ú. 24. Hungary

Telephone: (36-1) 112-5200 Telefax: (36-1) 111-3845 Telex: 22-3200

Correspondent Banking (36-1) 111-3025 Trade Finance (36-1) 111-6794 Trade Promotion (36-1) 111-3825 Securities and Investments (36-1) 131-7130

Mr. György Lutzer managing director Mrs. Zsuzsanna Sziklai general manager Mr. Ervin Ernst managing director Mr. Csaba Baráth general manager

KERESKEDELMI BANK LTD.

Where money starts working

Peter Cooke, formerly head of banking

supervision at the Bank of England and currently chairman of the Price Waterhouse Regulatory Practice, gives a personal view on the appropriate content of an international bank's report and accounts.

Too often banks tell only part of the truth.

As chairman of the Basel group of banking supervisors during the formative years of the rules of bank capital adequacy, Peter Cooke knows more than most about the problems.

THE BANKER

LAST YEAR was not one

which UK bankers will care to

remember. After provisions

against bad and doubtful debts

of £6.8bn, the nine English and

Scottish clearing banks made

pre-tax profits of just £2.3bn.

according to a calculation by

the US investment bank Shear-

It would be nice to think,

that, as the economy starts to

show signs of recovery, management could now could sit

back and look forward to bet-

kind as that. The clearing

banks are emerging from the

recession with two serious

One is their continuing trou-

bles with loans to the property

sector, which may now take many years to sort out. The other is still more fundamen-

tal, and has been thrown into

sharp relief by the debate over the future of the Midland

Bank. The banks must some-

how find a way of making a satisfactory return in an over-

crowded market where loan

demand looks set to remain

these problems must be resolved is not particularly

propitious. The prospect of low inflation, which should follow

from the UK's membership of

the European exchange rate

mechanism, may be, as the

government claims, a prerequi-site for sustained economic

For a banking industry

struggling to come to terms with the over-indebtedness of

its customers, however, it can

The environment in which

sluggish at best.

problems on their plate.

Unfortunately life is not as

son Lehman.

ter times ahead.

R-111 11 MAY 21 1997

The state of the s

(class from four

to the factor of the factor of

The state of the s

The ore come

The distribution of the control of t

Continues for the continues of the conti

the cureer that the condition of the con

de de la company de la company

Philip Cogga

Color today

1) the (E) on

THE STREET

and the time for Deb at the little stage

orther rotting agent the state of the s

of trace! and the second second

mail das babe

-೯೫೨೨ *ವಾಣಕ*

் டித்த

1 480° 922 g

Sara Wc

CONTRACTOR

. ಆರಂಭ ಕರ್ಮಕ್ಕೆ ಪ್ರದೇಶಕ್ಕ

and the state of the state of

- 1 - 1 to 1 1 1 to 2 2

Committees

医环状性 法经济管理

hanking

Practice.

morphiale

k s report

of the tally

: terringire

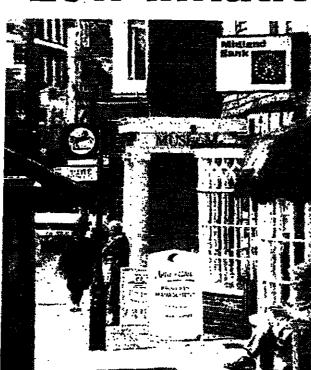
Minist, than

1,111

WORLD BANKING 5

UK clearers face two serious post-recession problems, says Peter Montagnon

Low inflation a mixed blessing



Black horse v Griffin, fortuitously in the Sussex village of Battle

be more of a hindrance than a have actually fallen in nominal

Unlike previous recessions in the property market, inflation is not floating the sector off the rocks. Property prices, both commercial and residential,

the clearing banks looks likely to be another year of high provisions in 1992, slowing their recovery from the recession. Though base rates have

fallen by 5 percentage points from their peak of 15 per cent, they remain positive in real terms by some 6 per cent. That means that loan demand is unlikely to revive strongly in the foreseeable future, limiting the prospects for the industry to raise its profits from other forms of lending to offset provi-

The competitive environment requires banks to pay interest on their current accounts

sions on property loans. ary year of 1991, the domestic loan books of UK clearing banks grew by only 2 per cent. The recovery might bring some improvement, though this may also be offset by a growing trend for large companies especially those with the best credit ratings - to re-finance their debt at attractive fixed rates in the bond market. The banks are also squeezed,

two ways, by the fall in nominal interest rates. First, it reduces the profit they can make by lending out such as retained profits. Second, the determination of the ised overdrafts. Small businessmen, too, have complained government to track falls in money market rates with politvociferously about higher ically attractive cuts in base charges. rates has limited the scope for The best scope for improving underlying profitability thus probably still lies with further interest margins to increase as rates have declined. The situation in the UK is in stark con-

effort on cutting costs, which trast to that in the US, where the federal funds rate has been is where the debate on Midland's future comes in. Both Lloyds and Midland cut far more sharply than bank managed to keep total operating costs broadly Worse still, the banks face a competitive environment which requires them to pay unchanged last year, while interest on their current accounts. It is thus hardly surprising that they are now

capital after the ravages of the recession. One consequence is an obsession with boosting fee income notably through increased emphasis on life assurance products which can be easily distributed through the branch network. The clearing banks' collective ratio of non-interest income to total income rose to nearly 41 per cent in 1991 from

scrambling for other ways of boosting profits and rebuilding

prime rate.

38 per cent in 1990. There is a limit, however, the extent to which fee income can offset the impact of a basically stagnant loan book. Clearing banks have come increasingly under fire for imposing apparently arbitrary and heavy

those at Barclays rose by 14 per cent and at National Westminster by 7 per cent. As however, there is not much scope for further cuts. Announcing its annual results, Midland pointed to the need to spend to maintain and improve the quality of its services.

The message for the industry is clear. A more radical rationalisation is needed if efficiency gains are to be realised. The scope for savings could be enormous, as the Lloyds bid proposal for Midland shows. Lloyds suggests that annual savings of some £700m could be generated by amalgamating the two banks, though 20,000 jobs and perhaps up to 1,000 branches would disappear in profits.

the process Whatever the outcome of the

LLoyds bid, it seems likely that the process of rationalisation and branch closures will continue. That is one reason why many senior executives, even among Lloyds' competitors in the industry, privately admit to boping the UK bank will win. A victory for Hongkong and Shanghai Banking Corporation would strengthen one of the weaker players in the marketplace, putting everybody else under even greater pressure to rationalise.

That, more than anything else, is testimony to the sorry state of an industry, which now sees cutting costs as its best hope for increasing

remote. The consequence for David Barchard profiles GE Capital, the US non-bank with its eye on Europe

terms during the recession,

exposing lenders in an unac-

customed way. As real interest

rates remain high, the chances

of a speedy turnround look

Giving the banks a run for their money

*All over the world, banks love to use us as their whipping boy. When talking to their regulators, they give us as an example of what they could do if they had no regulation to contend with,"

THE SPEAKER is Mr Gary Wendt, chairman and chief executive officer of GE Capital Corporation, and president and chief operating officer of GE Financial Services, its immediate parent company, which also includes Kidder Peabody, the investment banking and securities firm.

Last year GE Financial Services contributed \$1.27bn (£711m) of General Electric's \$4.4bn profits, making it the most profitable of its 14 subsidiaties. More than four fifths of

Only the top half dozen US banks are larger. With assets of \$30bn, spread between 22 subreal estate finance, retail financial services, mortgage services, aircraft leasing, private mortgage guarantee insurance, and the credit card and private label card businesses, GE Capital operates businesses tradition-ally owned by banks and insur-

But although some of the subsidiaries it has purchased in recent years have banking licenses, neither GEFS nor GECC is a bank. In the mid-1960s, General Electric decided that it no longer needed a financial services organisation to support the sale of its products, and decided to let GEFS



Gary Wendt: You get strength from diversity

Today, only 3 per cent of GEFS business is linked to the sale of General Electric products. The group has evolved into the second largest nonbank finance group in the US (the largest belongs to General Motors), funding not from deposits but by issuing commercial paper with a triple-A rating from Moody's and S&P.

"That means that the rating agencies are, in fact, our regulators," says Mr Wendt. "We have no government protection and we have to compete in the free market for our money."

To be sure of doing this successfully, GECC maintains much stronger capital ratios than it would do if it were a bank. About 12 per cent of its total assets are kept in liquid capital, and it lends about eight times its capital, about half what it would do as a bank. In the last three years, how-

ever, GECC's return on equity has stayed above 15 per cent. "We are not a single organisation, but 22 separate but specialised organisations, each concentrating on its own important segment," says Mr Wendt. "You get strength from diversity. so well, the rest can pick up the slack." This policy has sheltered GECC from the risks of some of its chosen areas: commercial real estate, aircraft

leasing, and leveraged buy-outs. It has also enabled GECC, in its selected niche markets, to expand steadily further into overseas markets, starting with the UK. It now has 10 different business subsidiaries in Europe, including store-card business in the UK, which it virtually dominates after having bought out the financial services arms of Harrods, House of Fraser and Burton Group; Mercantile, the car loans business, purchased from Barclay's Bank last year; and a 3 per cent stake in Banco Bilbao Vizcaya, of Spain. In February came an agree-

ment to buy the vehicle leasing and fleet management business of Avis Europe, the car rental company; followed on May 1 by the purchase of a 50 per cent state in United Merchants Finance (UMF), of Hong Kong. On May 10, GECC bought 45 per cent of Finanzia, a specialised financing company, as a first step to a joint-venture in retail leasing and store-card businesses in Spain and Portugal.

Once purchased, provided good local management is in place, GECC makes only minimal interference and keeps a low profile. At Mercantile, for example, purchased a year ago, GECC has only one or two US citizens out of a workforce of 2.000. All the new European businesses are, Mr Wendt says.

able to do things on a less expensive base than the retailers can themselves, and let them release [consumer] debt from their balance sheets and

reduce their interest rate risk." Where GECC encounters businesses that are unlikely to stay in the black, it does not compromise. In the UK, it decided that about 1,800 small store-card outlets were uneconomic and stopped their card-issuing scheme, to the dismay of some smaller retailers.

Since April 1990, GECC has also become a significant issuer of sterling-denominated commercial paper, in line with its policy of funding operations in local markets as far as possible.

where GECC encounters businesses unlikely to stay in the black, it does not compromise

It now accounts for about 6 per cent of the sterling CP market. It is also starting to emerge as a significant CP issuer in other

For GECC's eyes are now on possible acquisitions in its chosen areas in almost every western European market. It is a remarkable contrast to the general picture of withdrawal from European retail operations by most large US banks. Europe's banks may not enjoy living alongside a large US non-bank finance group, but whipping boy or not, they are going to



MEANS EVERY FACT HAS BEEN **CLOSELY SCRUTINISED**

There are over 500 million items on Datastream's databases - data on equities, bonds, economic series, futures, options, forex, interest rates - and not one of them has escaped our very close attention. So close, in fact, that we now offer a Data Guarantee. _____

Based on data from over 300 sources worldwide and checked by a 120 strong team, Datastream's Data Guarantee is straightforward - with a £10 credit for every qualifying error. (Details are in our Data

The data is backed by a range of sophisticated application programs

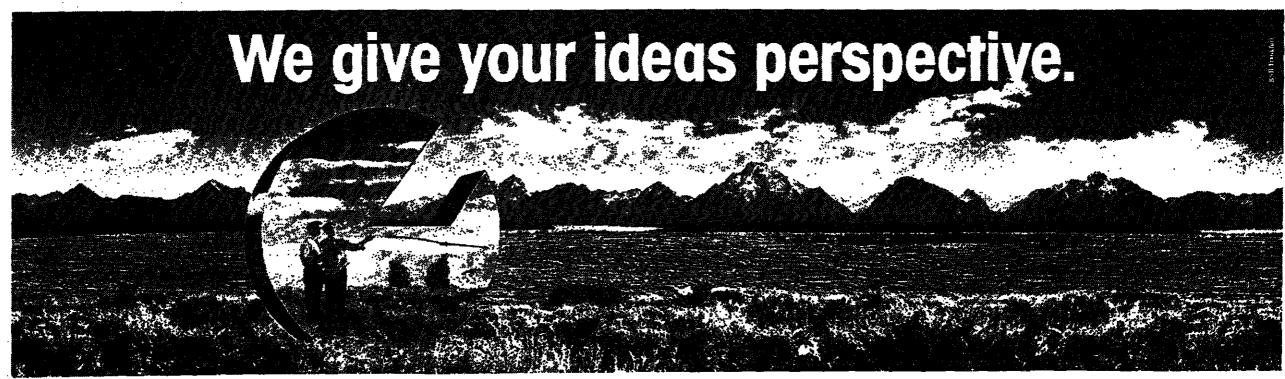
and there's user-friendly display platforms to access Datastream through the Windows 3.0 TM environment. Ideal for downloading, data manipulation and integrated desk top publishing.

In short, you can't track down better data. Call Philippa Winton on (071) 250 3000 for your copy of the Data



Datastream International

JONDON - NET YORK - TOKYO - HONG KONG PARIS - FRANKFURT - ROTTERDAM - ZURICH - SYDNEY



The Europe of corporate opportunity knows no frontiers.

In executive suites around the globe January 1, 1993, is a red-letter day. As of then Europe will be the world's largest internal market - further enhanced by the economic opening of our neighbours to the east. For managers with enterprising spirit, a rare opportunity. But how to capitalize on it?

With DG BANK at your side, you are assured a competitive edge. Because DG BANK is a banking partner who has long been at home in Greater Europe, acquiring invaluable in-depth know-how. These resources - combined with precise, timely intelligence on national markets and their specific idiosyncrasies - are crucial. They alone make possible the systematic planning essential for your success. DG BANK aggressively supports domestic companies in

their activities abroad. And, in turn, assists foreign business in gaining a foothold on the domestic market.

DG BANK expertise is to a great extent founded upon its own bases at the business centres of the EC. Furthermore, DG BANK has access to the extensive European branch network of the UNICO member banks. And in its important home market - united Germany - DG BANK is solidly backed by the broad base of the cooperative banking system which it heads. To tap new markets - including those of our neighbours to the east - talk with DG BANK. We give your ideas perspective.

DG BANK London Branch, 10 Aldersgate Street, London EC1A 4XX, Eng-

land. Telephone (71) 7266791, Telex 886647, Telefax (71) 6062738. DG INVESTMENT BANK Ltd, 10 Aldersgale Street, London EC1A 4XX, England, Telephone (71) 600 05 39, Telex 914 958, Telefax (71) 606 27 38. Head Office: DG BANK, Am Platz der Republik, P.O.Box 100651, D-6000

Frankfurt am Main 1, Tel. (69) 7447-01, Telex 412291, Telefax (69) 7447-1685.

Offices in: New York, Los Angeles, Atlanta, Rio de Janeiro, Hong Kong, Singapore, Tokyo, Kuala Lumpur, Amsterdam, Luxembourg, Paris, Zurich, Moscow,



PRIVERDINA BANKA ZAGREBOD

A Leading Croatian Bank

Over 120 branches & offices throughout Croatia

Representative offices
Frankfurt/Main, London, Milan, New York, Vienna,
Zürich

Head Office & International Division Senior Management

PO BOX 1032, Račkoga 6, 41000 Zagreb, Croatia Phone +38 41 450 822, Telex 21120 pbz ih, Fax +38 41 447 234, Cable: PRIVREDBANKA ZAGREB, S.W.I.F.T.: PBZG YU 22



THE UNIVERSITY
OF BIRMINGHAM
THE BIRMINGHAM BUSINESS SCHOOL

MBA IN INTERNATIONAL BANKING & FINANCE

For further details of this prestigious 1 year full-time programme, contact Dr P J Cadle, The Birmingham Business School, Priorsfield, Edgbaston, Birmingham, S15 2RU. Telephone 021 414 6239. Fax 021 414 6678

WORLD BANKING 6

Alice Rawsthorn looks beyond a disappointing results season

Life gets tougher in France

| | _ | French | banking | performa | nce | | • | | |
|-----------------------------|---------|---------------|----------------|--------------|----------|--------------|---------|-------------|---------------|
| | Net bar | nking incor | ne | Pro | ovisions | | Net pro | lits (FFrbn | - |
| | 1990 | 1991 | 91/90 . (%) | 1990 | 1991 | 91/90 (%) | 1990 | 1991 | 91/90 (%) |
| Banque Nationale de Paris | 35.80 | 37.90 | 5.9 | 7.10 | 8.10 | 14.1 | 1.60 | 2.90 | 81.2 |
| Crédit Lyonnels | 40.83 | 46.33 | 13.5 | 6.49 | 9.60 | 47.9 | 3.71 | 3.16 | -14.8 |
| Société Générale | 32.54 | 35.40 | 8.8 | 6.79 | 5.46 | -19.6 | 2.68 | 3.37 | 25.7 |
| Banque Indosuez | 9.32 | 10.93 | 17.3 | 1 .30 | 1.55 | 19.2 | 0.93 | 0.81 | -12.9 |
| Banque Paribas | 8.90 | 10.50 | 18.0 | 1.98 | 2.00 | 1.0 | 0.63 | -1.56 | -347.6 |
| Crédit Commercial de France | 7.25 | 7. 5 3 | 5.2 | 0.11 | 1.15 | 995.2 | 0.78 | 0.92 | 17.9 |

for the French banks," said Mr Sasha Serafimovski, European banking analyst for Morgan Stanley. "Their position is not nearly as bad as that of the British or the Americans, but life for them is getting tougher and tougher."

The outlook for 1992 is little better. The French economy ought to improve, provided there is a reduction in interest rates this autumn, which will not only alleviate the pressure on the banks but should also provide a sorely needed boost to demand for credit.

But the French banks still face fierce competition in some sectors of their domestic market, notably deposits, where the government's SICAV scheme has siphoned cash away from the banks.

the banks.
The investment banks face continuing competition from

the international concerns that are continuing to expand in France. Morgan Stanley of the US, Nomura of Japan and the UK's Kleinwort Benson have all recently announced plans to extend their banking or broking

operations in Paris.

Meanwhile, the retail banks are haunted by the French post office's plans to start issuing cheques. The post office, helped by its huge network, could become a daunting competitor as the AFB has recognised by mounting a campaign against its plans.

Further, the banks seem set for yet another year of hefty provisions, given that there is no sign of a fall in the rate of French business failures, nor of a recovery in the property market to which some banks, notably Credit Lyonnais, are heavily exposed. And, although

the litany of international corporate horror stories seems to be abating, there will almost certainly be enough multinational traumas this year to add to their problems in France.

However, the French banks have made progress on some fronts, notably in cost control. Crédit Lyonnais, for instance, managed to offset its difficulties with bad debts by the impressive performance of its restructured and rationalised French retail network. Both BNP and Crédit Commercial de France (CCF), one of the leading private sector banks, managed to keep their cost increases in France beneath inflation.

"The French banks have done very well at controlling costs," said Ms Susan Sternglass, European banking analyst at Goldman Sachs. "They have also managed to avoid the draSource: Association Française des Banques

mas of the massive job losses in
the UK and the US. The French

bave taken a more moderate

approach by gradually shedding

staff through early retirement and relocation programmes."
Such initiatives augur well for the future, given that, even after the French economy recovers, the level of competition in French banking seems set to get even more ferocious. Meanwhile, France's banks are still struggling to strike a balance between the parallel pressures of their old roles as state controlled institutions and the commercial constraints of open-

ating in international banking.
This dilemma is most acute for the state-controlled banks, notably BNP and Credit Lyonnais. But the legacy of government ownership affects all the French banks. For instance, they are not allowed to charge

their personal customers for cheques given that owning a cheque book is seen as a citizen's right in France.

zen's right in France.
The links between the state and the banking sector have, and Credit Lyonnais still take large stakes in state controlled. companies which, or so most banking analysts suspect, they would not have done without the "encouragement" of the French government. This is not, however, entirely to their disadvantage. Credit Lyonnais financed much of its controver sial expansion by expanding its. equity through such deals. Moreover both banks claim that their links with the government are not as strong as in the past.

are not as strong as in the past. Those links are likely to be even weaker in the future. The privatisation of Societé Generale was seen as the beginning of the end of the era of state ownership. The socialist government has already identified the insurers as candidates for its partial privatisation policy. The banks may be next. Most observers suspect that sooner or later both BNP and Crédit Lyoanais will join Societé Genérale in the private sector.

In the meantime, the government's influence over BNP and Crédit Lyonnais is slowly being eroded by the commercial disciplines of modern banking.

plines of modern banking.

"The reality of life is that the need to comply with international capital standards is much more important to a bank than what the state tells it to do," said Ms Sternglass. "The market is slowly taking over even in France."

Profile: Crédit Lyonnais

Risk and Mr Haberer

but now faces the gargantuan task of salvaging the studio.

cost of last year's bad debts in its 1991 results which were pub-

lished last month. It was forced

to make provisions of FFr9.6bn (£972m), thereby reducing net

flesh looks like a rather mild reaction to the plight of Crédit It has also been hit by heavy Lyonnais, one of the biggest and losses on loans to the late Robby far the most ambitious of ert Maxwell; on La Cinq, the France's banks, and its chairtelevision channel which colman, Mr Jean-Yves Haberer. At lapsed this spring; and VEV, the the time, Crédit Lyonnais' main troubled French textile group. It problem was Mr Giancarlo Paris also the second largest European creditor of Olympia & retti, the Italian businessman with whom it was locked in a York, the precarious Canadian legal fight over the future of property group, although its O&Y loans are secured. MGM-Pathé, the stricken Holly-Crédit Lyonnais totted up the

wood movie studio.

The Parretti problem has since almost paled beside all the other traumas that have developed around Crédit Lyonnais, it won the legal battle over MGM,

THESE DAYS there is a

somewhat subdued tone to the grand old banking halls strad-

dling the streets around Boule

France's banks may have been spared the same ravages

of recession that have haunted

their counterparts in the US

and the UK, but they have just emerged from a second succes-

sive year of fierce pressure on

profits and a worrying rise in

When the big French banks

unveiled their 1991 results this

spring, their outpourings did

not make pleasant reading.

Paribas, the prestigious investment bank, began by announc-

ing its first ever loss, of

FFr184m (£18.6m). Crédit Lyon-

nais confirmed its critics' worst

suspicions about its aggressive

disclosing a decline in net prof-

its from FFr3.7bn to FFr3.2bn

after doubling client risk provi-

brighter note by returning to

1990, as did Banque Nationale de Paris. But neither group

managed to return to the same

level of profits as in 1989, their

The performance of the

smaller banks was equally lack-

lustre. France's banks managed

to increase their collective net

profits by just 2 per cent to FFr15.23bn in 1991, according to

the Association Française des

Banques a fall in real terms.

The main reason was a steen

increase in provisions of nearly

"IN TEN years time, if the

markets favour him, Haberer

may be hailed as a genius and

the rest of us will look like idi-

ots," said one prominent Paris banker to the FT, this time last year, "But in the meantime, he

Less then a year later, goose-

gives me gooseflesh."

Last year was pretty tough

22 per cent to FFr38.4bn.

Société Générale struck a

sions to FFr9.5bn.

last year of growth.

vard Haussman in Paris.

profits from FFr3.7bn in 1990 to FFr3.1bn in 1991.

FFr3.1bn in 1991.

Mr Haberer's many critics in France have hailed the 1991 figures as proof of the failure of his grandiose plan to turn Crédit Lyonnais into a "universal bank" — with a wide range of international banking interests and extensive industrial investments — along the lines of Deutsche Bank, in Gernany.

Deutsche Bank, claim the critical investments — along the lines of Deutsche Bank, claim the critical investments — along the lines of Deutsche Bank, claim the critical investments — along the lines of Deutsche Bank, claim the critical investments — along the lines of Deutsche Bank, claim the critical investments — along the lines of Deutsche Bank, claim the critical investments — along the lines of Deutsche Bank, claim the critical investments — along the lines of lines are constituted in the lines of lines are constituted in the lines of lines are constituted in the lines are constituted

Deutsche Bank, claim the critics, owes its structure to its roots in the post-war reconstruction of western Germany. By the time Credit Lyonnais began its expansion towards the end of the 1980s, it was too late and too

expensive to construct a univer-

The performance of Crédit Lyonnais' loan portfolio over the last year or so has seemed to justify the critics' concern. Whenever a new corporate horror story has unfolded, Crédit Lyonnais has been high up the list of creditors; although it should be noted that its provisions as a proportion of loans — roughly 1.6 per cent last year — are still low by international ctandards.

Other aspects of Mr Haberer's strategy have been more successful. The French retail banking network, the original base of



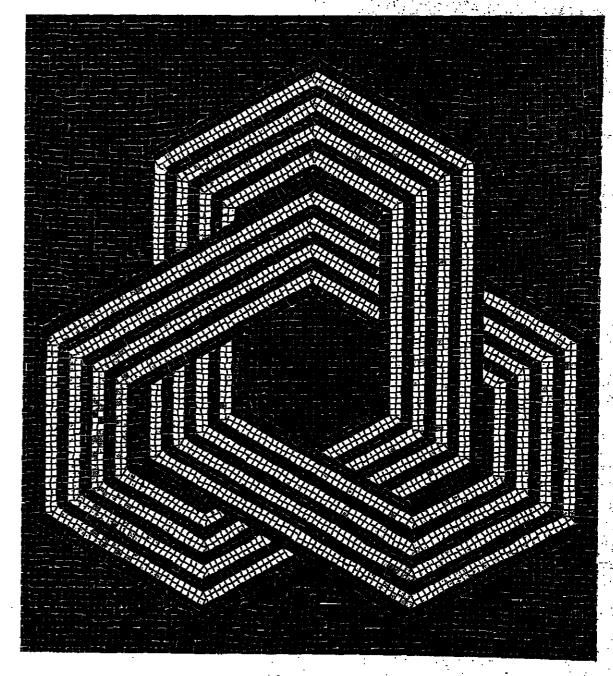
lean-Yves Haberer

the business, has fixed well in an increasingly competitive market after stringent restructuring, as have the recent acquisitions in other countries, notably in Spain and Italy. Altus, the French banking subsidiary bought from the Thomson electronics group in 1989, produced

an impressive profit last year, a did the US junk bond portfolio. In spite of these successes, Mr Haberer's critics claim he has taken too many risks with one of the grand old names of French banking. Their hopes that he would be fired next month, when the Credit Lyonnais chairmanship comes up for renewal, suffered a setback when Mr Pierre Bérégovoy, one of his staunchest supporters was appointed prime minister. But Mr Haberer may face another political hurdle after next year's general elections i Mr Jacques Chirac returns; to power as the head of a const valive government. Mr Chirac has been prime minister before and one of his first acts in the financial sector was to fire the head of the Paribas banking group - Mr Jean-Yves Haberer.

Alice Rawathorn





PIECING TOGETHER THE COMPLEX MOSAIC OF SUCCESSFUL PROJECT FINANCE



IT HAS, in many respects, been a great year for the Swiss banking industry, with most of the leading universal and private banks scoring handsome

MAY 20 1997

The state of the season of the

a selection of

Autor of the state of the state

in the property the

Will Alson

to got by pole

and the

The last to the la

The state of the s

1,200,000

A Company of the last of the l

San B Mark

Un blazz FE

the Today

or present the

nov a de E

in the complete

of the category

n dame

A The charge

· H Employ

: Parking Crass

1 d 1800 (128)

the Madia e

:5:15

10.4 43612

Common Madespa

outh the assign

to a substitut

ters to make

1 Statemen

in the delication

Fater to

Section Add \$50

A STATE OF THE STATE OF THE

1. Table 1. Table 1.

1. 8 1. 1 RE

100

Attention house

Company.

profit increases. But the decision by Moody's, in January, to remove its triple A rating from the long-term bonds of Crédit Suisse, and, earlier this month, to do likewise to Swiss Bank Corporation, has cast a pall over the whole community.

One of Moody's main arguents was that the liberalisation of Swiss financial markets in recent years was outling the stability of the banks' earnings nito question.

Certainly liberalisation has already had a significant impact on banks at all levels, and there are indications of more shocks and radical changes to come.

The biggest shock last year was the forced closure of a regional bank, Spar und Leihkasse Thun, something no one ever expected to see in Switzer-

Thun closure raises questions land. While the Thun bank was very small, with assets of

revealed many problems in the Swiss banking system arising from liberalisation.

SFrl.1bn (£411m), its failure

It undermined the assumption that one of the blg universai banks would always be a rescuer of last resort in such cases. Second, it showed that traditional supervision procedures were no longer adequate in an era when even small banks were free to compete as aggressively as they liked in various financial markets. And it highlighted the need for consolidation in a sector where 185 banks had combined assets of only SFr86.1bn, roughly a third of those held by Union Bank of

Switzerland alone.

It also suggested that Swiss banks, long accustomed to easy money, were ill prepared to cope with the tougher conditions imposed by the falling international popularity of the

These problems have mani-

Private banks have had to sharpen their investment skills

fested themselves in different ways on different sectors. The big universal banks, for example, have seen their balances of traditional, low-cost savings headed for higher yielding money market instruments.

Together with the private banks and the bigger cantonal banks, they have also suffered from squeezed margins on securities trading since the elimination of fixed commissions at the beginning of last

lan Rodger looks beneath the pall that lies over the Swiss banking community

The private banks have had to sharpen their investment management skills, realising that their Swiss names, courtesy, location and currency were no longer adequate to attract and hold deposits from the world's rich individuals. Better service comes at a cost, and most banks have been trimming staff. Last year, two famous old Geneva names, Darier and Hentsch, felt the need to merge, and others are

As costs rise, private sector banks have pointed angry fingers at the cantonal banks. whose public sector owners would rather endure low returns than face angry voters. But cantonal and regional banks have been losing market share steadily to the universal banks, especially in their core

and are fighting for survival. Mr Robert Studer, chief executive of UBS, startled a Zurich audience in March by predicting that 100 of the country's 630 banks could disappear in the next 10 years.

business of mortgage lending,

Two weeks ago, Mr Hans Dieter Vontobel, chief executive of Bank J.Vontobel, a leading Zurich-based investment bank, retorted sharply, saying

that power in Switzerland's financial markets was already too concentrated in the hands of the hig three.

Liberalisation should not be pursued so vigorously as to reduce still further the degree of competition, Mr Vontobel

Service comes at a cost. and most banks have been trimming staff

argued. But he agreed that rationalisation in the next few years would be substantial, possibly eliminating 20,000

Mr Studer thought that one of the big three might even decide to give up retail bank-

ing in the foreseeable future. because profits were so thin in this area.

All this, plus the uncertainty over Switzerland's future relations with the European Community, would seem to provide more than enough reasons to question the stability of Swiss banks in the next few years.

The big banks argue that they are almost certain to emerge stronger from the process, and this is probably true. But they also admit there could be a long period during which many dying institutions lunge desperately at business, keeping margins very low for everyone.

Thus, it is just as well that they have finally got their international business in order. While many of the world's banks are still licking their wounds from their misadventures in global banking over the past few years, the big three Swiss banks have spar-

Aided by their strong bal-

ance sheets, and no doubt also by the retreat of troubled Japanese and US banks from the key international markets, the big three have found profitable pickings in international lending, foreign exchange dealings and fund management.

Crédit Suisse said 30 per cent of its net income came from foreign operations; but Bank Julius Baer, in a recent study. argues that the figure would be more like 66 per cent if income from the group's Luxemboury based mutual funds, which are managed from Zurich, were included. UBS said the foreign contribution to its earnings last year tripled to 25 per cent.

SBC said that its association with the derivative specialists. The O'Conner Partnerships in Chicago, in which it invested about SFr90m a little over a year ago, yielded net income of SFr107m last year, but overall foreign earnings depressed by large provisions on bad debts.

Profile: Deutsche Bank, whose 'feel good' factor has been under strain

Still towering above the rest

THE TWIN towers of the Beutsche Bank headquarters are no longer the tallest buildings in Frankfurt. They are eclipsed by the recently built Messeturm nearby. But metaphorically speaking, the bank still towers over the German financial and industrial establishment.

"This is despite the fact that Deutsche Bank's profits grew more slowly than those of Germäny's other big banks last year, and that analysts were disappointed with an 18 per cent rise in total operating expenses. Trading results alone helped the bank report total rating profits up 17 per cent to DM5.97bn (£2bn) - strip out these, and underlying profits

only rose by 6 per cent. Other banks - notably Commerzbank, which increased its non-trading profits by 30 per cent last year - may have achieved better growth rates. But this hides the fact that Deutsche and its subsidiaries managed to transfer to their reserves more than the total transfers made by Commerzbank, Dresdner Bank and the two big Bavarian banks (Vereinsbank and Hypobank) 'altogether. The figure exceeded

DM1bn, compared with the total sum of DM800m put away by its four nearest competitors. These transfers feed directly through to a bank's ability to take on board new lending, meaning that the Deutsche Bank, unlike its smaller competitors, has no current need to hold an expensive rights issue. It beats the other big German banks hands down in terms of capital strength, too, with around 6 per cent of

'An animal on its own ... with immense financial strength'

Tier 1 equity capital and 11 per cent capital altogether. Of the big three banks, it was the only one to increase its dividend for last year.

Add in its network of shareholdings in Germany's largest companies (including a 28 per cent stake in Daimler Benz, Germany's biggest industrial group, and 10 per cent of Allianz, Europe's largest financial services institution) and a market capitalisation of in excess of DM30bn. It is, in the words of

Mr Keith Brown, at Morgan Stanley, in London "an animal all on its own, a major industrial holding company, with immense financial strength.

It is also, as Mr Brown puts it, "the ultimate feel-good bank." There is wide respect for the quality of the bank's management among international investors "who feel good whatever the bank does," says Mr Brown, even if this is at the expense of reported profits, as in 1990 when profits fell as the bank made aggressive provisions against its exposure to the former Soviet Union. The following year the competitors were obliged to follow suit.

Mr Brown notes that, on a two-year view, net profits have shown only modest growth, and earnings per share have actually declined. But investors appear unconcerned and the shares still sit on a premium rating, yielding 60 per cent of the market yield and sitting on an earnings multiple of 20 per cent more than the market. This makes the son with those of the other big banks, but investors appear willing to pay the price of

greater quality earnings.

It is true that the bank did not induce its usual "feel-good" response when it reported its figures for 1991 at the beginning of April: close examination of the results revealed a sharp and unexpected increase in costs, predominantly in connection with the bank's aggressive expansion in the eastern part of Germany. The disappointment felt by investors was not keen enough to make a dent in the bank's rating.

Like the other German banks, Deutsche seems set to benefit from another year of strong loan demand at home, mainly tied to recovery and investment in the east of the country.

Overseas markets already account for a quarter of Deutsche's total business - a share which is likely to show as the bank takes advantage of the weakness of its American and Japanese rivals. North America, watch out - at a press conference in New York this month. Deutsche declared its intention to expand aggressively in the US capital markets and private banking.

David Waller

TIMES MAY be hard for British companies, but one banker, Mr Bernard Bradford. deputy head of advances at National Westminster, the second largest UK bank, has never had so much work to do.

"This is my third recession and it is the worst in living memory. I don't plan to see a fourth recession myself," says Mr Bradford, at the offices in the Ring's Cross district of London where he and a staff of around 200, handle cases of customers who have become

insolvent. Mr Bradford will not give any numbers, but he concedes that there has been a massive increase in the last three years in the number of cases in his charge. Last year, NatWest chalked up £1.4bn of bad debts on its commercial and personal lending in the UK, up from 9655m in 1990.

Tottering corporate giants are bandled by a small team in the 32-storey NatWest Tower headquarters in the City of London, headed till last month by Mr Derek Plummer. Other cases go on to be handled by Mr Bradford and the teams under him at King's Cross and in other parts of the country. "My portfolio is not 100 per cent provided for," he explains,

ately: first, find out more about

because we have quite a lot of cases in which there is security solutions. NatWest does not against the lending There are usually two things which need to be done immediwant staff to emerge from credit-watch work too scared by

'A job to make anyone mature'

Managing bad debts

the company concerned and how it got into trouble and secondly build up a better rela-

tionship between bank and manager. "The chances are that relations between a branch manager and the company are not at their best by the time a com-

pany comes our way, so we do try to create a new relation-Creating a good working relationship is very important. Mr Bradford's staff are told that they must be sympathetic and humane at all times, and that they must never forget that they are dealing with peo-

ple in trouble. Some staff handling troubled companies are still in their twenties.but: "A spell working with us makes anyone mature fast." Credit-watch staff must be trained to cope with all sorts of emotional situations, ranging from aggression and abuse to heart-rending tears. There is emphasis on finding innovative

what they have seen ever to

lend another penny. On the other hand it does not strive to keep companies alive which are not truly viable. "We do not intend to defer the collapse of a company if it is inevitable," says Mr

The success rate is fairly high. Only about one third of the companies in trouble end up in liquidation. Identifying the ones with a reasonable prospect of recovery depends on understanding why they

have gone wrong.
"You tend to find that companies about to get into difficulties have little understanding of how serious their position is," says Mr Plummer. They always believe that. with just a little more help

with their cash flow, they will get through their troubles." Signs of impending trouble which may trigger a branch manager or regional director to take action and put a company on credit watch include: pressure on a company's overdraft; a sudden fall in its turnover: a flood of status enquiries about

the customer; and repeated

customer requests to stop payment on cheques. Any of these will get a company's account watched closely from an early stage in its troubles.

The average company will have debts of around £500,000. Finding out just how it came to be unable to meet its commitments is then NatWest's sec-

ond main task. When the accountants go in to a company in trouble, they almost always find that its records are in a mess. "It is a pretty harsh view to take, but at the root of every company's troubles is management fail-

ure," says Mr Bradford. At this point the bank assesses its options, ranging from immediate closure to a debt into equity conversion. A support and monitoring operation, which may last for up to two or three years, will get

under way in hopeful cases. 'We think very carefully about what the bank is doing. We don't want to increase its exposure, but it is in our mutual interest for our customers' businesses to prosper.' says Mr Bradford.

Is the UK recession, and the flood of insolvent companies created by it, ending? "There have been some straws in the wind in the last two months. The receivership figures for the first quarter of the year were down. Perhaps we are at last starting to turn the corner.

David Barchard



WORLD BANKING 8

Richard Lapper on the banks' increasing sale of insurance

The time of their life

BANKS FROM Belgium and Switzerland are the latest European entrants into the booming field of bancassurance or Allfinanz - the French and German terms which describe the way banks are increasingly selling insurance to their cus

Belgium's Banque Bruxelle Lambert, the country's second largest bank, which has been courted by insurers such as Royal Belge and Internationale Nederlanden Groep, announced in March that it would establish a new subsidiary to sell motor and household insurance; while, in January. Swiss Bank Corporation (SBC) unveiled a joint venture with Zurich Insurance, in which each company will sell products and services of the other through their existing branches and

The launches are the latest of a string of ventures in which banks and insurers are taking advantage of the deregulation of the continent's financial services industry to tread on each other's turf.

The pace of rationalisation has been remarkable in some countries including the Netherlands. Nationale Nederlanden and NMB Postbank created one of Europe's biggest bank insurers following their merger early in 1991.

The ventures have not been entirely trouble-free, but bankers in the US and Japan where regulations preventing link-ups are still very much in place – are casting envious glances in the direction of Europe, Increasingly, commentators are recognising that, from a banking point of view, the logic of bancassurance is

Allfinanz, or the "integration of banking and insurance at the customer level", is one of "the most striking developments to have hit the financial industry worldwide in modern times," said a recent survey by the Lafferty Group, the Dublin-based research group (The Allfinanz Revolution - winning strategies for the 1990s).

Lafferty believes that European banks are now positioned to take between 20 per cent and 40 per cent of the market.



product, training and support

while the bank network

exploits the active or arm cus-

tomer portion of its customer

is increasing competition

within the financial services

sector. European banks have

seen operating margins get

much tighter over the last 10

years. In particular, as

interest-bearing current

accounts have become more

common, banks have faced a

sharp increase in the cost of

Banks have also had to

respond to the impact of the

gradual ageing of Europe's population, which has seen a

greater proportion of the conti-

nent's savings invested in the

longer-term investments in

which life insurers specialise, at the expense of bank

Competitive pressures - in

part, stemming from deregula-tion - have also pegged back

the rate at which banks can

make profits from their core

lending activities, forcing

banks to seek ways to increase

productivity by making greater

use of their networks of bank

Banks have also realised,

however, that their branch net-

works represented an opportu-

nity. Early examples of bank

assurance showed that life

assurance salesforces could

achieve many more sales by

working with a bank's captive

customer base. While insurers

their deposits.

accounts.

Underpinning the rationale

debate about whether banks have a role to play in the provision of life assurance," Lafferty concluded decisively. "Evi dence from around the world points to the fact that banks are now not merely marginal participants in the sector. but are becoming increasingly important in both the manufacture and distribution of life assurance."

Salomon Brothers, the securities house, agrees. Citing the examples of Crédit Agricole, TSB, Deutsche Bank, Rabobank and Monte dei Paschi, Salomon says: "The big winners in the European distribution sweepstakes are a limited number of major banks that have found the right management formula for

In the UK, National Westminster and Abbey National opted to form bank insurance subsidiaries last year. NatWest, which had developed links with a number companies as an independent intermediary, has formed a new joint venture with Clerical Medical, in which it owns a 92.5 per cent stake. Abbey National, which had linked up in a joint venture with Friends Provident, took over Scottish Mutual.

Salomon says in a recent note. European Insurance Distribution, that a standard formula for success is "a captive insurer staffed by recruited professionals [which] provides 15 sales prospects - what the industry calls "warm leads" into a policy, banks are now converting into policies as many as five out of 20 pros-

The successful experience of bank-owned life assurance sub-sidiaries - such as Lifetime, the Bank of Ireland subsidiary. which converts one out of two referrals into a policy, and Deutsche Leben, the subs Deutsche Bank, which claims a one-in-four conversion rate - have underlined the value of the bank customer

"Banks have found that branch-based customers represent an extraordinary asset of warm prospects for life insurance products," says Lafferty. "Life insurers, on the other hand have been forced to the shocking realisation that their policyholders have more of a relationship with the intermediary than with the company whose products they are

The development poses some awkward dilemmas for insurers, While banks have proved to be adept at selling simpler insurance products, in France and Germany - where de Paris and Allianz have entered into joint-venture deals with BNP and Dresdner Bank insurance agents have been less successful at selling motor loans and morteages.

Increasingly aware of the value of their distribution networks, banks are unlikely to cede control of joint ventures established with insurers. Indeed, talks between BAT Industries - which has two insurance subsidiaries.

Eagle Star and Allied Dunbar - broke down over this issue. Spain's largest insurer, Mapfre, has addressed the problem by setting up its bank from scratch and offering banking services from its hundreds of small insurance agency offices.

But few European insurers have such a dense network of branches, and ultimately acquisition may their only option - though, on cost grounds, that could rule out all but the continent's biggest

Fees down, rewards still high

Andrew Freeman explains why global custody is in vogue

IN RECENT years, international banks have become increasingly enam-oured of a business they long regarded as a necessary evil. Global custody, a cross-bor-der securities settlement and administration product, was

traditionally seen as an exten-sion of the back-office functions banks offered to their investment clients. Now, with balance sheets groaning under the pressure of provisions against loans gone bad, custody is in vogue. The reason is simple enough

Custody is a fee-earning business with a relatively stable client base. The banks' income is derived partly from an annual charge based on the size of the assets under custody, but the bulk of custody revenues is earned from cus tomers' activity. Custody requires minimal capital, although it does require con tinuous investment in technol-

Small wonder, then, that the market for custodial services has grown in parallel with cross-border activity by investors. A recent survey by Inter-Sec, a US consultancy, suggested that the world's largest pension funds will have \$780bn (£437bn) of foreign assets by 1995, rising to \$2,000bn by 2003.

If that extrapolation is correct, the pool of foreign assets will have grown by a hundredfold in a mere 25 years. As funds have sought investment opportunities overseas, they have turned to their custodians to provide essential support networks.

There is another reason for custody's new-found popularity among banks. After the stockmarket crash of October 1987, senior bankers became concerned for the first time about the risks of systemic failure of the world's settlement systems. They realised that the smooth flow of financial and securities transactions is crucial to the security of their business.

Leading think tanks, notably the Group of Thirty, studied clearing and settlement practices and discovered that, in many markets, they were woefully inadequate. The G30's recommendations and time-



Marshali Carter: global custody has evolved

table for improved settlement efficiency were widely adopted after its influential report

Meanwhile, custody has become much more competitive in the last five years. Prices have been squee the point where custodians now describe the basic product as a commodity.

Fees have come down sharply as the bigger providers have used their muscle to put pressure on vulnerable compet-

which use their clients' custodial assets for stock lending. In return, the custodian is allowed to lend stock and keep a share of the income. That might sound unexciting, but returns on lending in some of the smaller securities markets can be as high as three percentage points. Some large and sophisticated customers have sufficient muscle, in the shape, of their assets, to demand custody virtually for free.

As balance sheets groan under the pressure of loans gone bad, custody is a fee-earning business with a relatively stable client base

itors. Clients, too, have become much more aggressive in demanding a better service. Custody has not turned out to be the dream product some bankers predicted.

However, the rewards from activities associated with custody can still be huge. In particular, the commercial banks have always made good returns from handling the foreign exchange transactions required whenever a fund buys or sells foreign assets.

But there are also big returns available to the banks

That is the type of arrange ment thought to underlie the appointment by the two large Californian state employe retirement funds of State Street. State Street, which has vast assets under administration, won the business away from the rival Boston Company with a bid significantly

lower than any competitor managed. Mr Marshall Carter, president of State Street, told a recent conference that custody has evolved from the days when it offered relatively simincome collection and tax rec-

lamations. "Today, services must include decision support such as consolidated reporting, performance measurement, risk analysis and analytics. We must be able to demonstrate to our customers that we can help them reduce risk," he

At the same time, it is arguable that the banks have not been particularly successful at developing the custody prod-uct. Because it essentially involves the processing of information flows, custody has been a natural beneficiary of the revolution in computer

In practice, banks have struggled to keep pace with that revolution and have often been saddled with expensive systems which are out of date

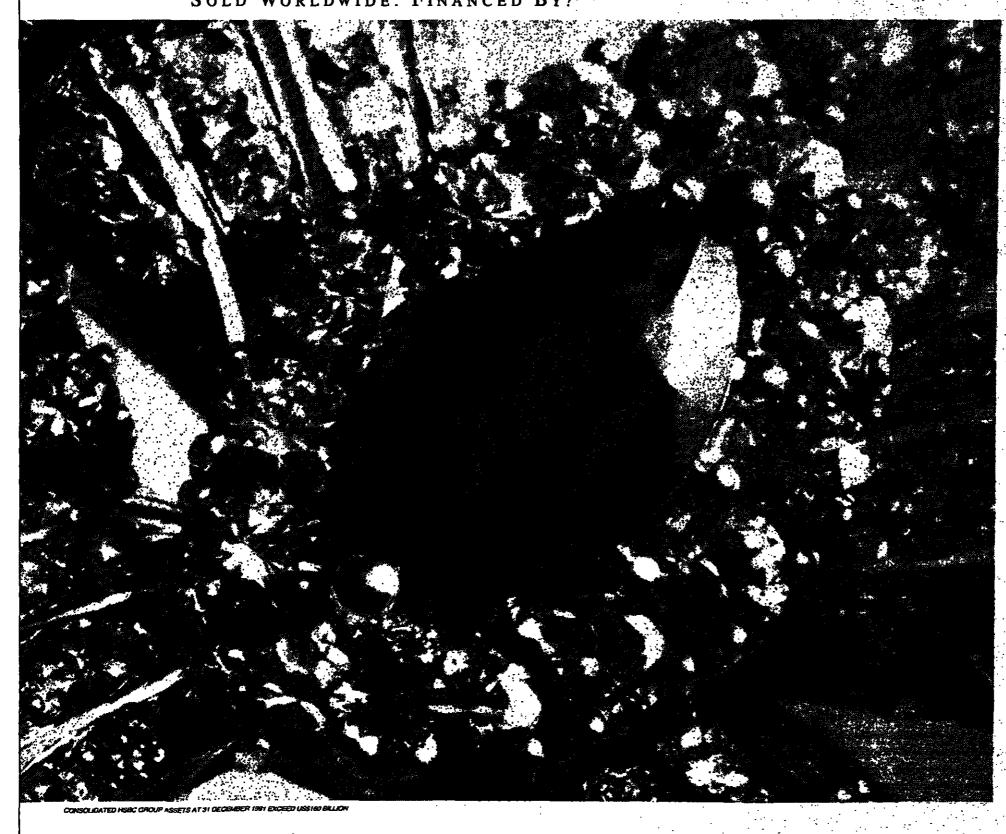
soon after they are installed. It is possible that specialist IT companies will seek to move into the commodity end of the custody business and drive prices even lower. Banks which rushed to swell the ranks of custodians in the late 1980s could be forced into

That risk is increased by the fact that some of the world's largest institutions are not yet active competitors in custody. The Japanese banks, for examnie, have been notably slow to look beyond their domestic market. Were they to do so, their assets and their ability to learn from others' mistakes would make them formidable competitors.

In addition, the custodian banks face a dilemma over the development of three international institutions which, ironically, they own: Swift, which runs the global interbank message system, and the two international clearing houses, Euroclear and Cedel. Each of them has the business framework and expertise to become a key player in global custody.

It seems likely that later this year Swift will allow fund managers to become users of its system, opening up the possibility of eventual partial disintermediation of the custodian

MINED IN INDIA. CUT IN THAILAND. SET IN SINGAPORE. SOLD WORLDWIDE. FINANCED BY?





One bank has been helping business trade within Asia and throughout the world for more than 125 ears: HongkongBank.

No other bank has a deeper understanding of Asia; we've been in Hong Kong since 1865, Singapore since 1884 and Thailand since 1888. Today, we are the principal member of the HSBC Group, which has some 1,400 offices worldwide, including over 600 in Asia.

Our Global Data Network gives you access to information from any market in the world. And Hexagon, our global electronic financial services system, allows our customers to keep track of their finances and make transactions from their own

To find out more, contact our London office at 99 Bishopsgate, London EC2P 2LA, Tel: (071) 638-2366; or your nearest HongkongBank office.

And find out why so many companies find our insight priceless.



COURIER AND EXPRESS SERVICES

SECTION IV

Wednesday May 20 1992

With the emphasis on greater profitability, the courier and express industry is now undergoing a rationalisation after a decade of phenomenal expansion. Increasing demand for more sophisticated delivery services, a need for greater security and environmental concerns are also straining the cost base. Phillip Hastings reports

Packaged for more profits

A DECADE of expansion at Federal Express to pull out of almost any price for the cou-rier and express industry dur-regional activities. rier and express industry during the 1980s has now been firmly replaced by a strong focus on bottom-line perfor-

The lates in the second of the

Sanki ke

Acer pace n

Acer pac

fellesh

The first to the second

harm routing the

their deep

The state of

to the other and

- the rest.

ं हिल्लाम् कर्

on street

To the Bar

7.78 ages

ALCOHOLD BUILDING

्यतः स्टब्स्

1911年建立

27 日本版 27 日本版

and the second

্ বিভাগত উত্তৰ্ভ

그 그 근원한

क्षा करण अन्यक्षणा क्षेत्र

and the them leads

16 the 150 and 1

and the latest reme

The harsh reality of increasing losses is forcing many companies - international and domestic - to scale back ambitious network development plans and pursuit of everlarger traffic volumes to achieve better profitability.

increasing demand from customers for higher quality and more sophisticated delivery services is putting an even greater strain on the cost base of many courier and express companies. Issues such as security and environmental concerns are also having an impact on costs and profitabil-

Meanwhile, plans to liberalise the UK postal industry and that of the European Community as a whole could substantially change market conditions for couriers and other companies handing express parcels and document traffic.

The best example of the rationalisation of the international express industry was the

Reasons for the decision were not hard to find. In the quarter to the end of February this year, Federal Express incurred international operating losses of US\$387m (\$126m excluding one-off European restructuring charges) on revenues of \$595m. That compared with a loss of \$71m on international revenues of \$672m for the same quarter of the previous fiscal year.

Few express industry observ-ers expect the Federal Express pull-out to mark the end of rationalisation on the global scene. Mr John Mullen, chief executive of GD Express Worldwide, the new joint venture organisation set up this year by TNT Express Worldwide and five postal authorities, believes there is only room for two or three global integrators at the most. "We are now getting nearer to that situation but there is probably still some more rationalisation

Much of the express industry's rationalisation has so far involved moves to share expensive aircraft capacity. decision, announced earlier However, leading express this year, of US parcels carrier industry executives believe

to come," he said.

that, in Europe at least, the next round of changes could well focus on the road transport side of the business. Meanwhile, TNT Express Worldwide claims it is already seeing significant cost savings as a result of its joint venture with GD Net, the express org-anisation set up by the post offices of Sweden, the Netherlands, France, Germany and Canada. For a start, the additional traffic is helping to fill up spare capacity on its 20-strong fleet of British Aerospace 146-QT jet freighters.
TNT says overall traffic

volumes from the five post offices belonging to GD Net are roughly equivalent to the European volumes of its former courier organisation TNT Skypak. "On some routes, we will without doubt be putting on extra aircraft," said a TNT spokesman. Still to be decided is whether the UK Post Office will join the TNT/GD Net organisation or seek alternative ways of developing its international express delivery service.

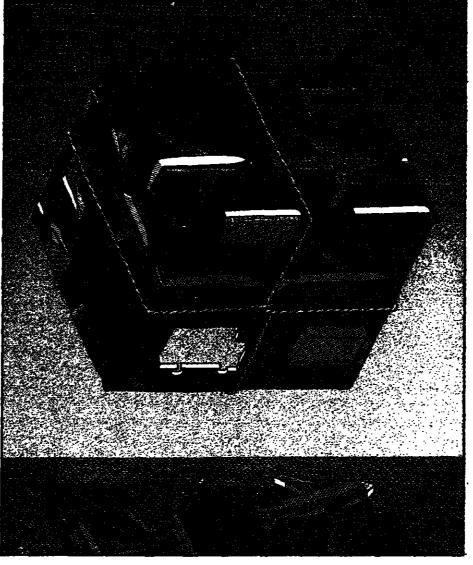
A decision had been expected by now, but Mr Peter Howarth, managing director of the UK Post Office parcels organisation Parcelforce, said a number of options were still under consideration, including the GD Express Worldwide

He said Parcelforce may opt to work with only one partner or with several different ones. And they could be other postal authorities or private sector companies. A final decision is expected by July.

The emphasis on reducing and improving profitability now evident in the international express industry, is just as apparent in the UK domestic sector. Mr Colin Millbanks, chief

executive of Mayne Nickless group carrier Parceline, claims his company has deliberately not chased volume at any price and as a result has remained in profit since November 1990.

"Costs have been held at the levels of 12 months ago, which in real terms means a reduction. This will have a dramatic effect on our bottom-line performance for



the financial year ending June 1992," he said. Another trend in UK domestic and international express sectors is that customers are demanding more sophisticated services. On the international front, this has led to big global integrators such as TNT, Federal Express, DHL and United Parcel Service

establishing separate divisions or management teams to concentrate on developing wide-ranging logistics services for multinational organ-

Other express operators are following similar paths. US-based Emery Worldwide, for instance, has just announced that it will expand its Warehouse Inventory System Express (WISE) depot programme in North America to provide customers with three levels of service for time-critical shipments, including a two-hour turnaround service for immediate delivery needs. The company is also looking to expand its WISE operations in

The pressure on domestic express companies to expand the scope of their services is highlighted by Securiguard group parcels carrier City Link. Mr David Kennard, managing director, says that as many companies are forced to rethink their operating hours - starting earlier or working round-the-clock - demand is growing for faster and more flexible delivery systems.

He also says that in an increasingly competitive business climate, companies are attaching far greater value

to the supply of information. They want more management information from their express carriers to enable them, for example, to analyse expenditure by departments and service levels used," he

These sort of requirements. at the domestic and international levels, mean courier and express companies are continually having to invest in new information technology. Increasingly, this means using EDI (electronic data interchange).

However, this creates two problems for the courier and express industry, claim operators. First, many customers are unsure exactly what they really want in terms of information technology. Second, the reluctance of customers to pay for it means the main cost burden falls on the express operators.

Another problem is the continuing uncertainty over moves to establish new rules for mail and other postal service operations in the European Community.

The European Commission last week published its longawaited Green Paper, which puts considerable emphasis on the need for community-wide standards for basic postal services. But the Commission has decided that some EC postal sectors should still be reserved for the postal authorities and suggests gradual liberalisation of cross-border services.

Meanwhile, the UK Post Office is planning to offer discounts to private companies who want to consolidate and trunk their domestic mail. UK Post Office chairman Sir Bryan Nicholson indicated earlier this year that a general framework for such arrangements was expected to be in place by early

Initially, the Post Office is likely to offer discounts to large users who trunk their own mail direct to the postal centre handling the final delivery of that traffic. But such discounts may subsequently also be offered to third parties acting as consolidators for the collection, sorting and trunking of mail.

Under the general Post

IN THIS SURVEY

LOGISTICS: still a problem across European borders MONOPOLIES: national post offices heading for more competition.... Page 2



Sir Bryan Nicholson:

UK MARKET: fierce com petition hits protits EUROPEAN SERVICE: on track for a faster service

AIRUNES: aiming for a flying start MOTORCYCLES: rough ride ahead......Page 4

Robin MacFarlan

Office monopoly on mail services, private carriers have to charge a minimum of £1 per item for their deliveries. Mr Robert Andrews, a director of parcels carrier Securicor Omega Express, told an industry conference earlier this year that research suggested a reduction of the monopoly limit to 75p or 50p was unlikely to cause sufficient shift of first class letter traffic from Royal Mail to tempt current express service companies to put the profitability of their core business at risk".

WE'VE GUI ITALL WRAPPED UP. HAVE YOU?

So if a fast efficient totally reliable delivery service to Europe is crucial to your





COURIER AND EXPRESS SERVICES 2

Logistics are still a problem across European borders

INCREASING demand from multinational companies for fast, high-quality international delivery performance is creating important new business opportunities for the providers of express services.

Manufacturers using JIT (Just-In-Time) logistics systems, for example, like the ability of leading express operators to control the total door-to-door movement of goods. And organisations developing centralised warehousing systems in Europe want fast delivery services to ensure they can serve the whole market efficiently.

"There is a major move in Europe to centralise stocks and distribute parts from one, strategically-located site," confirms Mr David Burton, general mannger of intra-European express delivery company XP Express Parcel Systems.

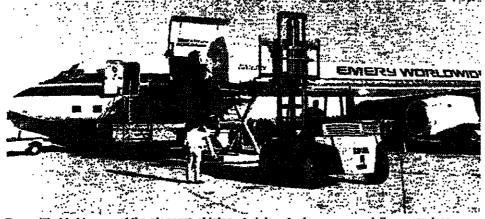
"What is now wanted is a means of making this transition, with all the apparent cost savings which can result, without any decline in the level of service a company can provide to its customer

Responding to those changes, express companies which initially made their mark on the international distribution scene by offering a set menu of fast, door-to-door delivery services, are now refocusing much of their development effort on the provision of custom-designed services geared to meet the often complex requirements of modern logistics operations.

Among the big four integrators, for example, TNT and Federal Express have established separate logistics divisions; United Parcel Service has set up logistics teams all over the world; and DHL has this month announced the formation of an "Interface" team to work alongside leading cus-

Meanwhile, Emery Worldwide, one of the pioneers of international integrated door-to-door express delivery services, is looking to transplant its US Warehouse Inventory System Express (WISE) into Europe. And airfreight forwarder Air Express International (AEI) is improving its intra-European express delivery system Pandalink to meet customers' expanded logistics

The reasons for that sort of express industry development become clear as Mr Tony Keatfor UPS, explains why that company has established its



"More than 35 per cent of the total potential package market UPS is interested in is in the hands of the multinationals. Having established that, we decided we had to do more about meeting the requirements of those customers." he

As an example of the sort of operation which has evolved, Mr Keating points to a contract UPS has with Fujitsu subsidiary Poqet. Basically, the latter brings computers from Japan and peripherals from the US into the Netherlands for distribution throughout Europe.

"We handle the computers from Japan using our Japanese joint venture company UniStar

Fast delivery services are needed from centralised warehouses

and the peripherals from the US using our expedited service. Once the products arrive in the Netherlands, we move them under bond to a bonded facility at Tilburg in the south of the country," says Mr Keating.

"European customers transmit their orders electronically to the company in the US and they then transmit the information back to us in the Netherlands by 0800 hours. We then pick and pack, undertake certain simple quality control procedures, carry out the customs export procedures and then distribute the products throughout Europe by air and

TNT and Federal Express have adopted a slightly different approach to meeting the logistics demands of multinational companies. The former, for example, runs TNT Conoperation

"We may use other parts of

air express, road express or courier services but we are not asset-driven. By that I mean we are not trying to fill up TNT's aircraft or trucks - if that happens, it is purely coincidental." comments Mr Brian Bolam, managing director of TNT Contract Logistics

We basically start with a blank sheet of paper for the design of each contract and select what are the best options for the customer. And every customer is different. You cannot make any assumptions. You have to examine everything in detail."
Federal Express, too, has

ablished a separate division Federal Express Business Logistics. Included in that development has been the establishment of "Partsbank" international distribution centres in the UK, continental Europe and the US. Basically, Partsbank customers buy on a "pay-as-you-use" basis from a menu of services which includes collection, storage, stock control, customs, for-warding and airfreight, plus

delivery. Federal Express Business Logistics is also developing dedicated logistics operations. Recently, for example, the company announced the formation of a "global alliance" with fashion and furnishings group Laura Ashley. Included in that operation will be the sourcing of goods from all over the world, supply of products to stores and home delivery.

Latest logistics-related development from DHL involves the launch this month of a programme called Interface. Mr David Stewart, general manager key accounts for DHL International (UK), describes have developed to encourage dialogue and debate with our the TNT organisation such as existing and potential custom-

ers on a number of levels"

Giving examples of that last point, he cites Interface Arena which "offers a means to exchange views and ideas among industry peers"; Interface Team which "guides individual clients through the project management process"; and Interface Desk which "gives selected client sites an enhanced level of day-to-day

customer service" Emery Worldwide launched its WISE operations in the US some five years ago and also now has a WISE-type set-up in Amsterdam specifically to service the Dutch market. The wider ranging general intra-European operation under consideration may be based in

"WISE depots provide customised inventory management and expedited delivery programmes for high-value or time-sensitive goods," explains Mr Roger W Curry, Emery's president and chief executive

But express industry executives concede that they still have a lot of work to do to fully provide the sort of distribution systems many of their customers are looking for. "Euro-logistics is something we are going to have to work at. Anyone who says it is already here is probably guilty of believing their own press," commented Mr Robert Kelly, marketing director for Federal Express Business Logistics.

"Companies seeking to operate logistics across European national borders still face real obstacles - for example, local laws and regulations, language, culture, customs and practise. They are all very important issues which will continue to have enormous operates.

Phillip Hastings

EC post offices may soon be facing more competition

Range of services widens Monopoly likely to end soon

MAIL services around the world, once the monopoly of national post offices, are set to be opened to more competition. The hugely profitable UK

Post Office is awaiting increased deregulation of the Royal Mail while abroad a group of state-controlled post offices have joined forces with private Australian express

Meanwhile, a long-awaited EC Green Paper on the future of the community postal ser-vices, which has taken almost two years to compile, has recommended gradual liberalisa-tion of cross-border and direct mail services.

This is a significant softening of tone compared with earlier drafts which recommended the removal of mail services from post office monopolies. However, five state-owned post offices - three of them

from member states - went ahead with liberalisation of some services before the Green Paper was published. The administrations of Ger-

many, the Netherlands. France, Sweden and Canada formed a new group, GD Net, and embarked on a joint venture with a subsidiary of TNT - TNT Express Worldwide to handle their international express traffic. GD Net has taken a 50 per

cent stake in the venture with the other half owned by TNT. The new company is autonomous and managed independently of both shareholders. It is also structured to allow other postal administrations to

It is a marriage of the utmost convenience which gives the post offices the opportunity to compete equally in an international express market worth about \$2.5bn. TNT, who had been suffering

in Europe from excessive competition, now have guaranteed volumes within a high-fixed cost infrastructure. In addition. they have benefited from a substantial cash injection into the venture by the post offices. Mr John Mullen, chief executive of TNT Worldwide Express, said: "The current level of losses in the industry were unsustainable. It was a worldwide issue; we needed volume for fixed-cost structure and we needed partners to develop a strategy - it had to be someone who could bring something to the table.



in a joint venture, TNT Express Worldwide now handles international traffic for five countries

"The post offices felt they desperately needed an integrated worldwide structure to give them what no post office could have - a full end-to-end

"Ninety per cent of our customer base is corporate while 80 per cent of the post offices' counter - the small-users market. If you put the two together there is a lot of potential.

"Some post offices have reserved their position while others said they don't intend joining. At the moment we are involved in discussions with

the UK post office." Thousands of words have already been written on what

The UK Post Office is awaiting deregulation of Royal Mail

the EC Green Paper might contain and it had been the source of intense wrangling in Brussels between Sir Leon Brittan's competition directorate and the post and telecommunications directorate.

Sir Leon had spoken of his commitment to full liberalisation of the international and express postal services while the telecommunications directorate took an entirely different view - giving support to arguments by post offices against wholesale liberalisa-

The post offices feared that the broad reform which stripped them of their monopoly rights meant they could not afford to maintain universal services.

The Green Paper does reiterate the right of each member

operator is to be welcomed," he

comments.

state to apply for "a more restrictive solution" under the EC treaty in the interest of letters a day. preserving a universal mail

service. Sir Leon, launching the Green Paper last week, said he would not rule out the use of special Commission powers to break open national monopolies without approval of member states.

He stressed that the Commission would move quickly to turn its discussion document into legislation.

Mr Colin Mitchell, chairman of the UK-based Mail Express Services Usera' Association said private operators had looked to the Green Paper for a level playing field between post offices and non-monopoly

suppliers in competitive areas. While the rest of Europe digests the implications of the Green Paper the UK Post Office, widely regarded as the most efficient and the best in Europe, is flexing its muscles for increased deregulation within the Royal Mail which will remove its monopoly for letters costing under £1.

Research suggests that opening the postal service to competition would create a £500m market for letter services. Post Office chairman Sir

Bryan Nicholson said he would dcome what he describes as sensible competition and de-regulation and believes the corporation is in a strong position to compete successfully within the new market place. Certainly, the Post Office itself is in good shape. During

the past 10 years it has con-tributed more than £700m to central government financing. It is also true that no private operator could hope to match

the sheer scale of an organisation which handles around 60m

The Post Office is also no tranger to handling competition - Parcelforce and Royal Mail International compete against private operators for

husiness However, the situation may not be so cut and dried. Mirroring some European fears about opening up monopolies to increased competition

Mr Alan Tuffin, chairman of the Union of Communications Workers, has warned that deregulation could mean the end to the universal service with private operators taking the most profitable parts of the letters husiness

Mr Tuffin said: "When this happens we will steadily fall into loss-making decline which I believe will lead to cuts in services.'

The government has always been adamant that the univer sal service would be retained and Sir Bryan said the Royal Mail would continue to give what he describes as a topclass universal service to cus-

He dismissed the ideal of a free-for-all which would disadvantage rural and outer urban

"We have a national mandate and it is clearly against the customers' interest -- competition mustn't undermine

Looking to the future, Sir Bryan believes the industry will move towards more partnerships. He is negotiating with GD Net and said he was "looking at what is best for us and keeping my options open".

Janina Walker

The express market in the UK has long been oversubscribed

Carriers struggle for profits carrier Parceline.

FORMAL withdrawal of the US parcels carrier Federal Express from the UK domestic market provides further evidence of the continuation of fierce competition in the sector.

According to management consultants Rickard Johnson, who have been involved in courier and express parcel services for a number of years, combined figures for the 10 largest carriers in the UK actually show a loss.

"The economics of delivery services are highly volumedependent. Thus, many operators have focused on volume growth as a way of reducing unit costs – yet they remain unprofitable," says Mr Andrew Johnson, a director of Rickard Johnson.

However, while many of the leading carriers are struggling to achieve profitability in the UK Mr Johnson points out that some of the smaller players are still reporting attractive levels of profitability.

"Our research shows that many of the major express operators dissipate their economies of scale in delivery in other areas while some smaller operators achieve economies without the scale," he adds. Similar observations about

the viability of smaller express companies are made by senior executives from the UK's largest parcels carrier, the Royal Mail's Parcelforce, which claims to handle more than 30 per cent of domestic parcels

Mr Peter Child, Parcelforce marketing director, observes: "Small carriers - and by that I mean companies handling less than 1 per cent of the mar-ket - now account for around 55 per cent of the urgent parcels market and 45 per cent of the non-urgent sector. And there is now almost a pattern of the smaller companies doing better than the big integra-

He made that comment in the light of the decision by Federal Express to pull out of the UK market and other Euro-

Predictably, competing carriers have welcomed the reduc-tion in capacity resulting from that move. Typical is the reac-tion of Mr Robin Davies, general manager commercial and marketing for the Mayne Nick-

Federal Express is the second of the world's four leading "The express market in the UK has been oversubscribed for some time due to the presglobal integrators to pull out of the UK domestic express marence of major international ket. Last autumn, DHL effecoperators and the low barriers tively did the same by disposof entry. Therefore, the elimiing of its UK overnight delivery company Elan through a management nation of one particular major

buy-out.

the sole global "big four" player on the domestic British scene, although rumours persist that the industry giant United Parcel Service (UPS) may be about to make its long-

awaited move into the market. Whether or not UPS does, Continued on next page

| THE INTERNATIONAL EVENT EXPRESS OR MAIL PROFESSION | |
|--|----|
| CAN AFFORD TO MISS | |
| | •• |

54 WORLD EXPRESS & MAIL CONFERENCE & EXHIBITION 1992

Jo Parsons on +44 (0) 494 450054 to meet people and make contacts and alliances "The Next Step - Managing the Futur

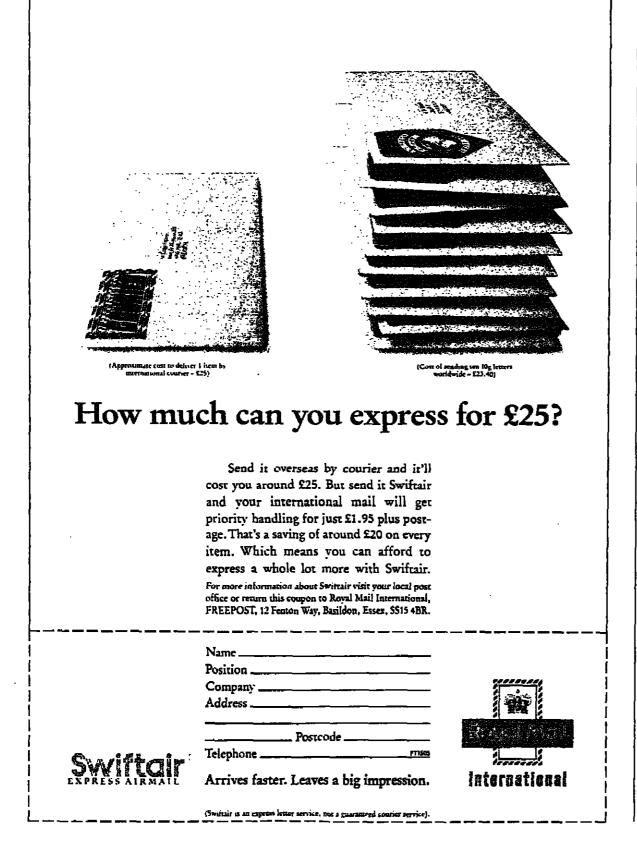
papers and discussions is designed to help you sta head of the game. Expert speakers include the top names in the industry, focusing on the real practical

The two day conference with a full programme of

The industry's No 1 exhibition World Express and Mail is the only showcase in the

world for express or counter services, remail, posta-

| - | Please send me further information on:- |
|----|---|
| ıf | ☐ The Conference ☐ The Exhibition. |
| y | Name |
| 0 | Address |
| đ | |
| | Telephone |
| | Triangle Management Services Ltd. |
| | 35-39 Castle Street, High Wycombe, Bucks. |
| | HP13 6RN England |
| • | Tel: +44 (0) 494 450054 Fax: +44 (0) 494 450836 |
| | |



COURIER AND EXPRESS SERVICES 3

Operators have found it costly to develop pan-European coverage

On track for a faster service

RECENT moves by giant based integrator TNT Express United States-based parcels Worldwide announced the forcarrier Federal Express to pull out of all European domestic and regional operations highlight a more general problem for the international express industry.

61 513 17 MAY 20 1997

TA: Traffic for the countries

de de la constante de la const

and and draw

Ca Europ

Warmed that

100-206-2

The second

in takan per

W 02 820

Bush Mark

** :: 191**1** 19 11 发展 The property 1 20 20 to 10 2

N. 2 5 m/c.

1 1 1 1 3 1 3 E

in indicate 🛫 and the property 1000

Janina We

Part 100 - 150 22 The Table Blog SAC and the first terms and the committees.

gviri Subscriber

· profits

EVENT NO

MISS

DEESSIONALS

1 1 30 to 15 CONTRACT THE REAL PROPERTY.

impetition

Basically, it centres on the desire of carriers to develop full pan-European delivery systems in a market where the traffic volumes are generally not yet sufficient to support their large and costly service

That shortfall between capacity and freight volumes has been particularly evident in the air express sector. During the 1980s, leading operators such as Federal Express, TNT, DHL. United Parcel Service (UPS) and Emery Worldwide all built up their own dedicated air networks in Europe. But in many cases, their aircraft were either under-utilised or carried freight at rates well below those necessary to make such operations economically viable.

With the advent of economic recession at the end of the 1980s serving to accentuate those problems, express companies realised they could not afford to go on running so many different air networks. Increasingly, they started looking at sharing line-haul capacity in an attempt to

The first big move in that context came towards the end of last year when Australian-

mation of a joint venture with postal services organisation GD Net. As part of that venture, the five post offices belonging to GD Net are now putting their express traffic on TNT's European fleet of British

Aerospace 146-QT freighters. TNT claims it is already see ing significant cost savings as a result of that co-loading and other features of the joint venture. The company says that in northern Sweden, for example, where the local post office is now delivering, the unit cost of delivery has been halved. And

contracts with the Irish and Portuguese post-offices. Less dramatic than the TNT/ GD Net and Federal Express developments but also very much a sign of the times was an agreement earlier this year between air express organisa-

tion DHL and airfreight com-

pany Emery Worldwide to

share intra- European and

haul capacity, express compa-nies are also now paying

greater attention to the devel-

opment of road transport

operations in Europe. In fact,

many industry observers

believe the pan-European road

reckoned to be worth around

£14bn a year, will soon become

the main battleground for

freight market, a business now

Apart from sharing air line-

transatlantic airlift.

That shortfall between capacity and freight volumes has been particularly evident in the air express sector

similar savings are expected in rural areas of Canada, Germany and France.

The TNT/GD Net venture and the subsequent demise of the Brussels-based International Post Corporation linehaul system - which had been used by some 20 post offices -at the end of last year has also led to a general shake-up and restructuring of other post office express distribution operations in Europe. "We are in a period of transi-

tion at the moment as the whole market waits to see how the TNT/GD Net system develops," commented the director and general manager of Brus

sels-based wholesale organisa-Some of the opening salvos have already been fired. Late tion Air Bridge Express (ABX), last year, UPS launched a Richard Johnston. ABX, a division of UK-based ground-based European delivairline Air Bridge Carriers, last ery operation which, it year signed a contract with the claimed, offered rates "between 25 and 40 per cent lower than UK Post Office to linehaul Datapost traffic all over Europe and has other similar those of other carriers". And

> Express industry executives admit their increased interest in European road service development has been prompted by both negative and positive fac-

On the negative side is the realisation that operating aircraft is now so expensive that air express services are really only viable for carrying genuine premium-rated traffic. Shipments which do not attract that sort of rate should therefore be transferred to road vehicles.

More positively, express industry executives say many of their leading customers have indicated that while fairly fast delivery times are desirable, reliability is more impor-tant. A reliable road delivery at a lower price than air express is often better suited to their needs.

Looking further ahead, certain express industry companies are also beginning to give

TNT relaunched its European road operations with two new

Red Star is planning to use the Channel tunnel for European services

more serious consideration to sons. replacing – or at least supplementing – some of their expensive intra-European air capacity with rail operations.

DHL, for instance, plans to re-introduce a nightly Par-is/Brussels train link in the autumn. The company suspended a trial operation at the end of January because of problems with French customs over documentation procedures for higher value dutiable goods and for economic rea-

The six-wagon, 60-tonne capacity train used by DHL cost \$11,000 to run, about the same as a 12-tonne capacity aircraft on the same route. Now, says DHL, it has resolved the Customs difficulties. That

means it can put more traffic on the train, so improving the economic viability. Meanwhile, British Rail parcels delivery organisation Red Star is firming up its plans for

the opening of the Channel

Tunnel next year.

First new development will involve a same-day service between London and Paris/Brussels. City-to-city transit time will be around 3.5 hours, with the full door-to-door movement projected to be five to six hours.

Looking further ahead, BR is considering the introduction of dedicated parcel trains running overnight between London and Brussels. BR will run the train as a wholesale operation for

Red Star and other parcels industry users.

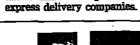
Predictably, much of the express industry's European market development effort has been focused on the European Community and EFTA countries. However, larger companies have also been strengthening their presence in eastern Europe.

Mr John Monaghan, general manager network development for TNT, said his company planned to develop a mirror image" of its Western express operations in eastern Europe. Our aim is to introduce on an increasing scale, scheduled overnight movements to the east with same morning deliveries." be added.

Facts and figures on the actual present size of the castern European express market. as opposed to much hyped projections of potential future business, are difficult to come

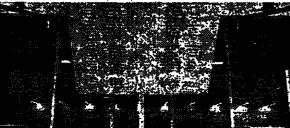
However. DHL estimates that as far as the air express sector is concerned, daily total volumes for eastern Europe, inbound and outbound, carried by all operators towards the end of last year, were only averaging around 12.65 tonnes. Biggest individual market in that region, says DHL, is Hun-gary which was averaging around three tonnes a day, followed by Yugoslavia (2.5 tonnes), Poland (2.4 tonnes). the then Soviet Union (two tonnes) and Czechoslovakia (1.7 tonnes).

Phillip Hastings











Controlling interest: Parcelforce's distribution centre at Leeds

Fierce competition hits profits

Continued from previous page few industry observers believe the rationalisation of the UK domestic parcels market will have finished. Mr Johnson of Rickard Johnson believes that "as the recession, the willingness of operators to set prices in the next-day segment closer to those in the two-three day segment, and the negotiating strength of buyers continue to drive down prices, there will be

Mr Peter Howarth, managing director of Parcelforce, agrees there could be more rationalisation to come as many operators remain under pressure. He points out that recession caused the next-day sector of the UK parcels market to contract by some 20 per cent in the 1990-91 period and the nonurgent sector, where recession began to be felt earlier, by 40

per cent in the 1989-91 period.

"That left a lot of spare capacity. The withdrawal of Federal Express has helped that situation a bit but there is still a lot of excess capacity around," he adds.

Meanwhile, established carriers in the UK parcels market are scrambling to capture Federal Express's share. The most immediate benefi-

ciary is the market's second largest carrier, Securicor Omega Express (SOE), which bought the US company's UK domestic parcels business.The deal involves SOE paying 12.6m in cash for goodwill and a further £4.5m in cash for other assets, including dispatch and labelling systems.

SOE formally took over the running of the Federal Express old operations from May 5 and has also become sole contractor for handling its international traffic, except for an area roughly within the M25 London orbital motorway area which will continue to be serviced directly by the US par-

cels company.

Prior to its decision to pull out, the Federal Express domestic parcels business turnover in the UK was running at something over £40m a year, about 2.5 per cent of the market. SOE's turnover is around £208m, representing 12 per cent of the market, some 2 per cent ahead of the third largest oper-

ator, TNT Express. Mr Pat Howes, SOE chief executive, says his company is



Peter Howarth: believes there could be more rationalisation

expecting to pick up as many as 40,000 additional parcels a day following the Federal Express deal, a 10 per cent increase on its present figure of around 400,000.

Rival companies have launched a fierce marketing drive to capture a share. Parcelforce claims to have picked up some 22m worth of extra business in the first few weeks after the Federal Express pullout was announced and is

negotiating for more. "Customers don't make instant decisions on whether to change their carrier so it will take a few months before we see who have been the real beneficiaries of the FedEx withdrawal – but we defi-

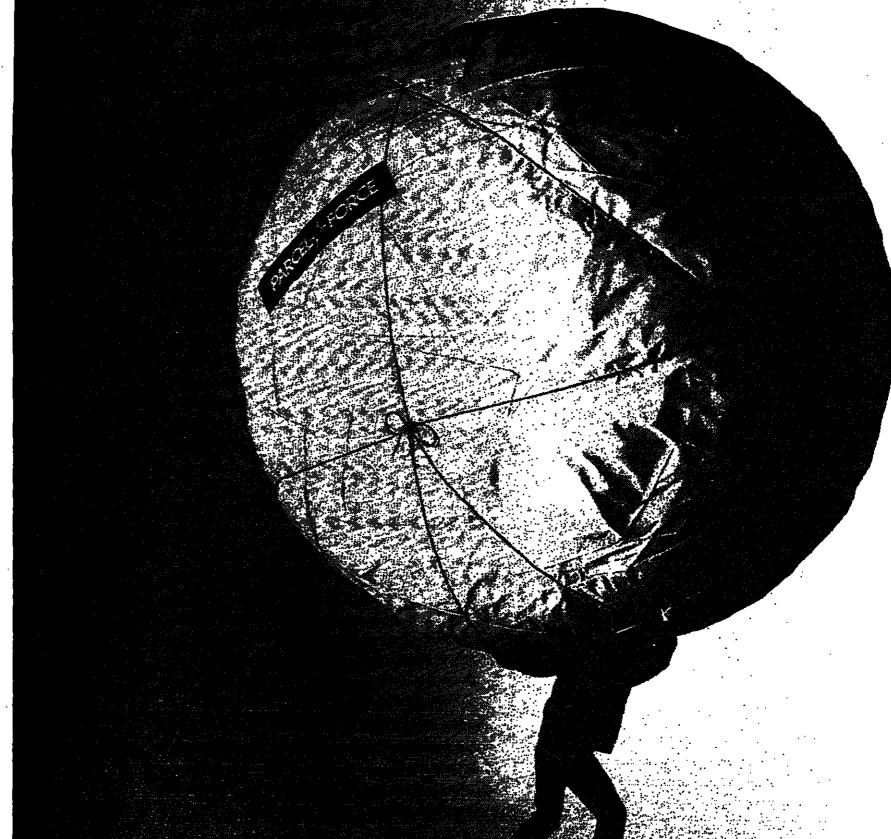
nitely expect to be one of them," says Mr Child. In the meantime, Parcelforce is moving to complete its operational separation from Royal Mail. It plans to take over the full end-to-end collection and delivery of its domestic premium next-day service Datapost by March 1993. Hitherto, much of that work has been sub-contracted to Royal Mail.

Parcelforce is also looking to take over direct control of some 80 per cent of its standard three to five day parcels collection and delivery activities by the same date. But it will continue to sub-contract some rural area operations to

Royal Mail. A new five-year strategic development plan just announced by Parcelforce includes planned investment of £250m. Part of that expenditure will include the acquisition of some 1,500 new vehicles.

Phillip Hastings





When you've got the world on your back, it pays to remember that nobody's bigger than Parcelforce.

· Our vast resources mean we can carry out almost any delivery job you come up with, quickly, reliably and economically.

You name the destination. Our services

deliver to all 23.5 million addresses in the UK, and door to door to 214 countries and territories around the world.

You name the speed. Datapost guarantees even the most urgent tasks, while our Parcelforce '24,' '48' and 'Standard' services offer complete reliability across a highly

impressive range of both costs and speeds. You name the number. No bulk delivery

is too big for our army of 8,000 trucks, vans and bikes, or our team of over 12,000 staff. But Parcelforce offers you considerably

more than just sheer wheel power. If your business is a complicated one,

we'll sit down and work out the most efficient programme for your delivery requirements. And services like our weekly data reports and computerised tracking provide reliable checks on each consignment.

That's why Parcelforce works. We're big enough to take any weight off your shoulders.





New opportunities are opening up in the airfreight industry

Airlines aim for a flying start

RAPID international expansion during the 1980s by new-style integrators offering express door-to-door delivery services initially left airlines and freight forwarders struggling

to produce a positive response. Much of the latter's intra-European air freight and general international package/small parcel business soon disappeared into the hands of companies such as TNT, DHL and Federal Express.

"The fast development of the new integrated transportation concept, especially in Europe, dramatically altered a part of the traditional airfreight scene," said Mr Peter Somaglia, general manager of airlineowned express company Skyra-

Now, though, the freight industry is seeing growing demand for the same fast door-to-door delivery of heavier parcels and general freight as that available for smaller pack-

ages.

Observers say this is opening up opportunities for the forwarders and airlines to fight

They argue that many of the early advantages claimed by the integrators are being eroded as those companies are forced to expand already costly air and truck networks to cater for larger freight consignments as well as documents and small packages.

"The express companies defined the product for everyone else. What they did was bring to the market delivery as opposed to despatch - spec-ifications," said Mr Paul Jackson, chairman of express industry research and consultancy company Triangle Management Services.

"But now most people. including the forwarders, are selling all-in prices covering door-to-door movements. And the speciality of the integra-tors, owning their own equipment, is not a sufficient plus in terms of economics. In fact, the bottom line is that it is not economic to own all that expensive equipment.*

Rarly airline efforts to combat the competition from integrators proved largely unsuc-cessful. Several ambitious attempts to set up in-house door-to-door express delivery operations failed, mainly because of opposition from forwarders worried about losing

Internal conflicts over issues such as using the services of other carriers for carrying consignments only added to the airlines' problems. Such failures have not



Peter Somaglia: traditional

deterred some carriers from continuing to try to develop express organisations. Swissair, with fellow Swiss carrier Crossair and Austrian Airlines, has spent the last couple of years developing Skyracer, a door-to-door parcel/document express delivery company. Mr Somaglia explained why Swissair had chosen to set it up as an independent business unit: The decision not to incorporate these (express) services within the airline was based on the belief that the integrated transportation concept requires overall control and an uninterrupted door-to-door information flow with a dedicated and qualified express-

minded staff," he said. "It was also believed that any 'internal' airline express operation would lack interest in using other carriers for linehaul purposes, making it impossible to offer customers a

German airline Lufthansa and Japan Air Lines have adopted a rather different approach, apparently accepting that if you cannot beat the integrators, join them.

The two airlines have each bought a five per cent shareholding in air express company DHL with an option to increase it to 25 per cent in June this

Since agreement on that deal at the end of 1990, the companies have taken their time establishing external operational and service co-operation. But synergies are emerging. In the US, for instance, DHL aircraft are being used to carry Lufthansa and JAL freight during the daytime," said DHL.

Most other large airlines are now concentrating on developing wholesale express services for forwarders - and courier/ express companies - rather than seeking to build up retail door-to-door services. In that way, they believe, they can continue to work with their

competing with them.

One such is British Airways The carrier has developed a wholesale operation, Speedbird Courier, to provide airport-toairport services for courier, express and forwarding companies. More recently, it has been developing a wholesale airportto-door product.

Other leading airlines with owned or affiliated wholesale courier companies include Japan Air Lines (Jupiter) and Hong Kong-based Cathay Pacific Airways (Linehau) Express).

The latter airline, for example, offers an on-board courier service on key routes such as London/Hong Kong, a systemwide parcel/freight express service offering late cut-off at point of origin, fast retrieval of cargo at airport of destination and tracking/tracing; and an enhancement of that service to include clearance and delivery to the door.

Meanwhile, a host of smaller airlines have developed other niches in the international express market. UK-based Channel Express and Air Bridge Carriers provide aircraft for express service operators moving traffic between the UK and Continental Europe/ Scandinavia. The latter has also developed its own whole-



Skyracer; a door-to-door express company owned by three airlines

sale express division. Air Bridge Express (ABX). Among the best-known of the forwarder-run express delivery operations in Europe are the Eurapid system run by

Swiss-based Danzas and the

Pandalink operation of US-

based airfreight company Air

Express International. Eurapid is road-based, offering fixed-schedule 24/48/72-hour delivery services throughout the European Community and EFTA countries. "We basically promote Eurapid as a faster alternative to normal road eroupage services – the key is

the guaranteed delivery asaid Danzas"," AEI's Pandalink operation comprises two basic products. The air-based 'Red' service. offers 24/48-hour door-to-door delivery and incorporates a straightforward consignment charge and rate per kilo tariff. The 'Blue' service uses road transport to reduce costs at the expense of longer transit times.

Scandinavian forwarding group ASG provides an intra-European express freight serers linking the UK, Continental Europe and Scandinavia. "Those air links enable us to offer next day delivery of virtually any size of parcel or freight throughout Europe and Scandinavia and before 7am delivery in the capital cities,

said Mr Jim Shortall, managing director of ASG (UK). In addition to competing with integrators for heavier

freight traffic within Europe, forwarders are also looking to work with airlines in longerhaul express markets. Forwarders say information technology systems enable

them increasingly to match the ability of the integrators to electronically track consignments around the world. And, say forwarders, they

have greater flexibility than the integrators when it comes to handling larger consign-

Phillip Hastings

Tracking technology is becoming increasingly sophisticated

Barcoded for speedy recognition

IN AN industry where speed and reliability are vital, courier and express operators' consignment monitoring would make Arnold Schwarzenegger's tracker robot Terminator feel

technology, which can pinpoint a parcel in a network, whether it is travelling to Telford or Timbuktu, has always provided customers with reassurance that the carrier is in control. The trend is towards enhancement of this system.

Millions have been spent in this and other information technology (IT) areas, as companies seek to gain the technological edge in a competitive industry squeezed by reces-

Tracking and tracing is a

A further multi-million pound investment is planned for an new automatic sorting centres in the UK, which will integrate track-and-trace using the barcode technology.

"My personal view on trackand-trace in the domestic operation is that consignments should be delivered so quickly you don't have time to find out where they are," said Mr Linsell. "The trend is not away from track-and-trace, but the enhancement of it - more is being done with the harcode information, and we are getting more functions out of our investment and there are huge incremental benefits in speed

and reliability." Another UK domestic parcel operator. Parceline, is investing £2.5m in IT, including the

simple idea. Consignments are integration of parcel tracking Automatic identification technology, which can pinpoint a parcel in a network, whether it is travelling to Telford or Timbuktu, has always

provided customers with reassurance that the

carrier is in control

given a unique barcode by which they can be followed through a distribution system. Mick Linsell, systems director of the top player in the UK express parcel market, Royal Mail Parcelforce, describes barcoding as "the integral effi-

ciency product". Parcelforce, which claims a 30 per cent share in the market, has just invested £3m in an international distribution centre, one component of which is interfacing with track-and-trace systems.

and billing operations,

Parceline's hub and technical services manager, Chris Ogg, said: "Added value through technology, which gives the comfort factor to customers, is becoming a major issue as operators are fighting for the same clients in a similar market.

"We have witnessed an emphasis on confirmation on proof of delivery information, and are bolting on technology to our track-and-trace systems to deal with it. One major

the ability to give full image reproduction of a consignment for POD purposes."

DHL is investing £7.5m in IT in the UK this year. It currently has EasyShip On Line a tracking and tracing advance for high-volume shippers, which means these cust can now trace worldwide movement of consignments from their own offices. "Most customers are saying

now they want to track more pieces, and they want information on them more quickly." said Charles Brewer, after-sales manager, DHL International (UK). "There is more anxiety in business in this current economic climate and demands are higher than in the past.

The comfort factor is still very important for customers, especially when they are involved in the just-in-time method of operation, which involves regular stocking of DHL is also looking to

another track-and-trace advance, which has nothing to do with sophisticated technology - improvement in personal service. In November, the company introduced a 24hour, seven-days-a-week tracking and tracing service, which means it can contact international colleagues to get immediate information on a consign-

was also recruiting staff with foreign languages, to reduce the margin of error when tracing consignments overseas. UK player Securicor Omega Express, which delivers 1.5m

Mr Brewer said the company

parcels a week, has completed



Trace element: a tracking facility in use at Heathrow alroort

the first phase of a five-year £25m investment in IT, which includes enhancement of tracking-and-tracing technology. Here again, the comfort factor comes into play, in the form of Signline, a nationwide confirmation-of-delivery system based on scanning the barcodes on all consignments which customers ring in to

The company's systems manager, Phil Whitlock, commented: "Without technology, a carrier is going to lag behind.

The main impetus is for carri-

Australian express glant TNT is also re-equipping systems within the UK operation, at a cost of between £2.6m TNT Express UK's general

manager, domestic development. Nigel Barton, said: "Not only are we bolting on to our track and trace, we are completely re-writing our systems. "What we are doing effectively, from a commercial point

of view, is adding value to get a competitive edge. Reliability is the key... The systems also enable us to monitor our own internal quality, which is extremely important if we are to give the best service to our "There is certainly more and

more demand for information as companies look to operators as an offshoot of their own business, rather than just a parcel carrier. Customers tend to regard us as their own

British Rail Red Star express parcel division spent £750,000 on a special system, which gives customers the technology to track their own consignments' progress through the distribution chain.

The system - known as TRAC - is PC-based and provides customers with a live on-line link to the Red Star Parcels' mainframe computer. It gives on-line proof of delivery, and generates an invoice and manifest. It is currently being used by high-volume customers, which include IBM,

months at the cost of £15,000. IBM's storage services manager, Brian Fisher, said the company had been using Red Star for a number of years, and the paperwork system used before TRAC had been messy.

"It has certainly tightened things up, and the additional control it gives us, of knowing where a parcel is, is a positive dvantage," he said. "We use Red Star for overnight emergency service, which means it is vital for customers to know where their consignment is, if for some reason it does not arrive on time.

"We look to our carriers to and Birmingham. give us a good service, and this is certainly an enormous leap which will get worse before it will get better." forward in those terms."

Janina Walker

ments around the world are

Security is a crucial consideration for the industry

Playing it safe on the front lines

ALTHOUGH it has dropped out of the limelight since the Gulf War brought it into a blaze of publicity security is now a crunational courier and express industry. With many shipments travelling in the holds of passenger aircraft, courier and express companies are in the front line of the global battle against terrorist activity.

The risk of courier and express consignments being used by terrorists to place explosives on board aircraft was highlighted at the 1991 World Express Freight & Distribution conference in Amsterdam by the chairman of the Association of European Airlines security committee, Teun Platenkamp, "There seems no doubt that terrorist groups will attempt to conceal explosive devices in cargo. express and courier packages or mail," he warned.

The same packages can be and have been - used for smuggling drugs and other illegal items. For this reason, express operators are anxlously waiting to see how EC countries organise their Customs checks once border controls are abolished to create the Single Market. Shippers who fail to declare dangerous goods are another problem.

However, the main thrust of current government air transport security legislation around the world is predictably focused on combating the threat of terrorist attacks on

There has already been at least one documented terrorist incident involving a courier and shipment. In 1989, an explosion in the lounge at India's Calcutta International Airport was found to have been caused by a courier parcel packed with explosives. The parcel was destined to be put on an aircraft heading for Bombay. However, it was the earlier Pan Am Lockerbie disaster at the end of 1988 which really started to concentrate international attention on the urgent need to tighten up general aircraft security.

Previous legislative moves by individual government and transport organisations such as the United States Federal Aviation Administration (FAA) and the International Civil Aviation Organisation (ICAO) had proved largely ineffective.

It took Lockerbie, and two other aircraft bombings in 1989 a French UTA aircraft over Niger and a Colombian Avianca flight near Bogota to prompt governments to consider new air transport secu-

In the UK, it has led to moves to establish a register of couriers, express companies and airfreight forwarders with recognised security clearance when it comes to shipping goods by air. Representatives from the UK airline, airport. forwarding and courier and

express sectors, plus Customs. have met Department of Transport officials on several occasions to discuss the sort of measures companies must take in order to qualify for such registration. Industry observers now expect an Approved Cargo Agent Register, as it will probably be called, to be in place by the beginning of 1993.

The idea is that companies listed on the register will be given preferential treatment by airlines when it comes accepting shipments. Such companies will be deemed less of a security risk in terms of possible terrorist activity and will therefore generally find their shipments subjected to less scrutiny by the carriers.

According to the most recent consultative paper on air transport security presented by the Department of Transport, companies Seeking "approved caren agent" registration will have to set up security programmes covering three broad

areas of activity. The first will centre on some form of pre-employment screening for new personnel, probably along the lines of that already in place for airport employees following the Pan Am Lockerbie tragedy.

The second area for attention will be the physical security of all facilities and vehicles involved in the preparation and transport of goods before being flown.

The third group of measures

will centre on the use of screening systems, both in terms of handling procedures and technology such as X-ray The paper shows a very

firm intention to move the legislative focus further upstream. It implies there will be controls within air cargo operations from airport secu-rity through to building and vehicle security," said Mr David Forbes, group security manager for TNT Express

moving rather more slowly. Even the initially positive United States Federal Aviation Administration became bogged down on the issue. It ran into problems with the US Post Office which claimed that all mail carried on aircraft was sealed against inspection and There has been considerable

argument over whether con-

signments carried on all-cargo

aircraft should be subject to the same security checks as The risk of courier and express consignments being used by terrorists to place explosives on board aircraft was highlighted at the 1991 World

Worldwide. "I think that approach is right. We believe that everyone should be doing things to relieve the pressure on the airlines when it comes to security matters." The UK Department of

Transport has in the past been criticised by express industry companies for failing to properly understand the needs of their business, particularly when it comes to reconciling security requirements with the need for fast transit. But, say industry sources, communication between the department and the industry on that issue is improving. Other governments around

the world, however, seem to be

accepted that cargo carried on freighter and passenger aircraft can be treated differently when it comes to security.

Express Freight & Distribution conference in

Amsterdam

and the second of the second o

The UK Department of Transport, on the other hand, has indicated it is not prepared to make any distinction between freighter and passenger aircraft freight. "The last thing we, as a company and as an industry, need is to end up with different sets of rules on security in every country where we operate," said TNT's Mr Forbes.

those on passenger aircraft.

The US FAA appears to have

"There is a danger that could happen but there have recently been some signs that govern-

starting to get it together more. Certainly, the UK, US and Australian governments seem to be moving in the same direction, although the rest of Europe does seem to be lagging behind a bit." Another general problem

confronting the courier and express industry and other air transport organisations seeking to improve security is the lack of suitable equipment for checking the contents of parcels and larger cargoes. Both X-Ray machines and equipment employing Thermal Neutron Activation (TNA) technology, which basically "sniffs" the air for explosives particles, have failed to prove particularly reliable in use. The latter also has quite a high false alarm rate which slows down the checking process.

As a result, it has been estimated that London Heathrow airport, for example, would need six TNA units, average length 34ft and costing US\$1m. just to check baggage.

Rather more practical, it appears, is the application of a concent called the "the known or unknown shipper. The basic idea is that courier. express and all other companies involved in moving goods by air should make a clear distinction between the way they handle and check shipments originating from shippers known to them and those coming from unfamiliar sources. It is known, for instance, that the courier and package

lected from a man staying in Phillip Hastings | resort cut prices to unaccept-

which exploded at Calcutta air

port in 1989 was originally col-

Motorcycle couriers hit hard

Bikes given a rough ride

give a rough ride to the motorcycle couriers. Liquidation and consolidation are still key factors within what is essentially a transient, fragmented indus-try business. It thrived in the 1980s and became the very essence of the free-enterprise

It is difficult to put figures on this niche of the express market which has always had its roots based locally. It is generally believed, however, that what is happening in London could be occurring throughout the rest of the country.

In the capital the very nature of a business, which anvone can enter, is provi headache for those left in the

While insiders estimate hundreds of enterprises up and down the country have fallen victim to the recession there are still plenty of operators.

With customers cutting costs there is a shrinking market place. It is a recipe for chaos as companies struggle for a slice of a much smaller cake.

"The situation is getting ridiculous, says Mr Malcolm Bluemel, managing-director of

natch, which has a £4m turnover and has offices in London "There is a massive price war going on at the mon

express courier Rapid Des-

"People are so desperate they are running non-profitable businesses because they are cutting their prices to the bone. The problem is that the market is just too easy for anyone to enter and is so frag-

mented." "Without a doubt there is a market for our services in legal, advertising, accountancy, publishing and music businesses but there is a greater awareness of costs and margins are being squeezed." Mr Bluemel has recently

acquired another express courier company and sees consolidation as the way ahead for the business. "I believe that to have a future the industry should be

in the hands of maybe five or

10 major operators in a couple

of years," he says. What we need are economies of scale, more investment in technology to give customer confidence and meet their requirements. We have to get way from the idea that we are the poor relations of the cou-rier and express industry out

to make a quick buck." Addison Lee, which has four London offices and a £7m turnover, handles more than 2,000 customer accounts in the London market.

Mr John Griffin, its managing director, describes the London market - generally believed to be the biggest and worth £150m a year - "as extremely tough." He estimates that ithas shrunk by 28 Mr Griffin says: "Customers

ire spending less and I am back to the days when I rolled up my sleeves and started up my business in an empty room. There is a price war going on. Competition is becoming suicidal as companies as a last

RECESSION is continuing to able levels. It is just not a sensible solution as these people

will eventually go down. . It is just too easy for people to start up who don't have the knowledge and experience to run a business. I believe that in the end there will be a polarisation within the industry of those who have managed to survive these extremely tough

Mr Paul Meunier, a director of north London express courier West One which operates on a national and international basis through agents, believes the business has changed.

He says: "We still have a role play but I think it won't quite be the same as the heady

avs three years ago "Our figures are down and they won't get back to the same level - alternative methods have been found for the service we provide. It used to be a gut reaction to call for a hike but I don't think that is the case now.

Mr Meunier believes that.

Although hundreds of enterprises have fallen victim to the recession there are still plenty of operators

although there would always be room for the small operator, the business would move in the direction of large compa niesable to make the necessary investment in technology.

There is definitely a move among our clients towards using technology. There are customers who would like to have a modem of their own in their offices and asking if we can provide it - there is no doubt that it is available but it is a new thing for us and we are looking at it."

West One have also shifted ground by moving into the national overnight service business which they started in October last year. Mr Meunier says: "This is a new venture for us. We always

thought our niche in the business was slightly different but our customers are availing themselves of these services to save money so we felt it was right we should break into them. Mr Paul Jackson, of Triangle, specialist management

consultants to the freight and transport industry, has no doubt that this niche of express services is losing cus-He comments: "People have downtraded considerably because they are questioning

always fax or arrange a delivery for first thing in the morn-There is also (the question of) economies of scale. Ninety per cent of motorcycles go one way, it's ludicrous and certainly doesn't make sense

using 'same day' - they can

- no transport business succeeds on a one-way basis." "I believe that unless the larger companies wrestle with this and other things such as balancing loads, introducing track and trace systems and computer mapping, they will just go on the same old

merry-go-round."

Janina Walker

must successful features will

be included in all new Royal

Mr Ray Bayfield, head of

17-tonne "green" trucks.

friendly. On a publicity basis,

if nothing else, we all accept

that if we are going to operate

effectively we must look at

what we can do to lessen our

can reduce operating costs and

be ecologically friendly but we

have been able to do just that

Mr Brazier added that City

Link could possibly add more

with this new vehicle.'

"It is not very often that you

impact on the environment.

Mail vehicles.

Fleets take on a greener shade

BEING green was once the flowers in their hair - now it is a powerful, emotive issue which has become a crucial factor for express and courier operators.

London's controversial redroute scheme to cut traffic congestion has raised fears that it would affect deliveries if repeated nationwide.

Tougher environmental legislation has made carriers look at "greening" their fleets and increased public pressure against night-time activities at airports has become a problem for some operators.

Lynx - a National Freight Consortium company, which handles more than 25m parcels annually – was particularly vocal in their fears last year that the red-route would hamper operations.

The shears of the same of the

out the

11 11 11 12 Up 22

Plant.

W. Carling

al manage

1.11.15 E.

 $= A \, \ln \, \log A_{\rm in}$

alta de par

ាក់ ដូច

.. U.BI

A 3 3 75

100 to 1

. ₹. ∡.

2.70

2 P.4.

of interest

.....

3.5

10.71

20 5 177

500 000 000 4.0.12.27

Janina Mi

)Scribel

ofit

T NO IONAL

2.72

⊤ed e ~

The scheme is in operation on an eight-mile stretch of road between north and east London. Parking is banned at any time on double red lines, with time restrictions on single red lines and designated loading and unloading bays.

Mr Alan Soper; managing director of Lynx, said: "The general view at the moment is that it has not caused as many problems as expected because it is in such a limited area.

"However, if it were the norm then it would certainly have an effect on our deliveries and begin to have an impact on

"Really, this is about a whole host of issues and a balance has to be struck between several competing interests. I think it is untenable that a road should be separated from

its shops.
"The real skill is to make a good, balanced decision taking pollution, the free flow of traffic. business, and what people really want into consider-

Noise pollution from jets has come under increasing fire from environmental pressure groups - in Holland, Maas-tricht airport has been one of the main targets for campaigners and the Dutch department of transport has recently banned all night flights for the



David Burton: night flying ban Maastricht hub and moved to Brussels airport following a deal with DHL to share space on transatlantic and inter-Eu-

ropean flights. Mr Chutta Ratnathicam, Emery vice-president International, cited increasingly restrictive night flight curiews as one of the crucial factors in the decision to discontinue operations at Maastricht.

The company now operates from the DHL hub in Brussels and the DCss which were used at Maastricht are being deployed elsewhere.

XP Express Parcels Systems. who pulled out of Maastricht two years ago after being acquired by TNT, also experienced problems with the green

Mr David Burton, general manager XP International,

increased public pressure against night-time activities at airports has become a problem

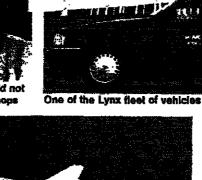
said: "There was talk of imposing a night flying ban which for an express parcel company is tantamount to disaster.

"At the time we were using F27s and to get the fleet up to environmental scratch would have been a significant investment by KLM who owned us at the time and I think it was one of the reasons XP was put on the market."

XP now operate from TNT's In March, express freight hub at Cologne airport using



Alan Soper: roads should not be separated from its shops



Quiet profit-maker: one of TNT's fleet of freighters

which represent a \$400m investment in greening by the company.

TNT's 20-strong fleet of BAe Qt 146s - known in the industry as the quiet profit-makers are said to be the quietest in the world and serve 17 European countries and 31 cities and converge at the Cologne hub every night.

Mr Burton said there had been various attempts to lobby for at least an examination of night-time activity at Cologne which is also used by leading operator UPS.

Global express carrier UPS does not intend to be caught out over environmental legislation and, according to company spokesman Mr Ken Sterare making \$4bn investment to ensure their aircraft meet what he described as any regulations anywhere in the world. Their DC8 fleet - some of

which are used in Europe have all been fitted with new environmentally sound engines at the cost of \$400m. Mr Sternad said: "It makes

engine on an aircraft that is environmentally sound, fuel efficient and that will give a tremendous new level of maintenance and reliability which

is critical in our industry. "There is a growing awareness about the environment not only among legislators and the general public but also among our customers who use it in making a decision on their choice of carrier."

In the UK, green policies are high on the agenda at the Royal Mail - by far the largest domestic carrier. The Royal Mail has a 28,500-strong road fleet with an annual mileage of 460m miles a year.

On May 14 three new vehicles which could be the prototypes for the next generation of cleaner, greener transport fleets, were unveiled. The vehicles, developed by

the Royal Mail and Leyland DAF, use less fuel, have equipment to cut out black exhaust fumes, make minimal noise and carry the latest computer

of the special vehicles to their They will be road-tested this fleet in the future if volumes month and it is likely their merited the need for them.

The tunnel will open a new route to Europe

Plans for high-speed parcels train

THE ALTERNATIVE route to Europe, which the Channel tunnel will eventually provide for courier and express business, is the subject of intense discussion and speculation.

Global express operator DHL has announced that it is seeking partners in a venture to set up a European parcels train, to run through the tunnel.
The company has been nego-

tiating with British Rail and its French and Belgian counterparts, SCNF and SNCB, for some time, though DHL's chief executive, Patrick Lupo, has refused to discuss in detail the nature of the talks.

road transport at Royal Mail,believes that it is impor-"We see a great opportunity in terms of express traffic tant to do what they can to going through the tunnel when it is fully operational," he said. make the world a greener 'It has to be a high-speed rail The Royal Mail is no link, but the critical factor is that it is the optimum speed to stranger to greening - they have already completed a sixprovide the transit times cusyear programme of converting tomers require. If other parties their vehicle fleet to unleaded are interested in this, we fuel and are still testing two

would like to hear from them." Mr Lupo said the transport Express parcel carrier City minister ought to encourage Link have this month added such export traffic. The UK the sixth environmentally-friendly vehicle to their fleet. manufacturing base, he said, required a transport infrastruc-The two-tier, 38-tonne trailer, ture that would merge more can carry the load equivalent effectively with that on the of almost two conventional

articulated lorries and has an DHL is no stranger to letting engine which meets EC regulathe train take the strain. Later tions, including lower noise this year, it plans to switch its and exhaust and emission levair and road operations between its Brussels hub and Mr Duncan Brazier, City Paris to an overnight rail ser-Link national transport develvice. The company is investing opment manager, said: "With \$1m to build its own terminal any company today there is an at Paris La Chappelle station, across the board perception of the need to be environmentally and to modify rolling stock for

air express sorting. Neil Firth, network planning manager, Europe and Africa, said: "A train allows you to do something while you are in transit - sorting and administrative activities. The move towards trains is also a defensive move, to cover the geography that a truck can. There are also lots of pressures, environmental and practical, in getting slots and operating out of

airports at the moment. The economics are that a train is roughly the same cost as an aeroplane. There is a difference with a train, in that, as volume grows the incremental costs become smaller in the longer term, which is strategically much better."

The European parcels train, which, according to Mr Firth, would be an 18-carriage TGV, purpose-built to run through the Channel tunnel, would operate some time after the tunnel was opened.

Andrew Wilby, business manager for Channel tunnel parcels, European Passenger Services, said British Rail envisaged two European parcels trains, which would each carry 176 tonnes of express

freight:
"They will contain roller containers, beds for carrying containers, which is aircraft technology the trains, in effect, will be wingless aircraft. They will make the journey to Brussels airport in around three hours, just the sort of time-frame within which an aircraft

"However, a train is going to be considerably cheaper, and I understand they are more reliable than aircraft... When an aircraft is grounded because of fog or snow, it tends to be incapacitated for a long time, vhereas a train would probably be just an hour late.

British Rail's Red Star, which handles 6m parcels a year, uses air and sea to carry consignments across the Channel. It has a same-day service from London to Amsterdam. Brussels, Paris and Rotterdam. When the Tunnel opens, it plans to run a same-day scheduled service to Paris and Brussels, on the back of passenger

trains. Roger Harrison, Red Star's public affairs manager, said: There is no doubt that the Channel tunnel will be a boost. The capacity for sending light freight and documents will be quite extensive. On top of this, an hourly train service across the Channel will give flexibility - and, of course, a train is reliable as it is less prone to the effects of adverse weather conditions such as fog as air-

Consignments on trains from London's Waterloo station will be carried under bond, in total security until they reach Paris and Brussels.

"The train journey time will be three hours to Paris and under three hours to Brussels, with customs clearance post-1992 making deliveries within a working day," said Mr Harrison. "The inter-city trains have to be a winner, because they provide three key factors

- reliability, capacity and fre-quency." Mr Wilby said the alternative international route in a market that was growing by about 20 per cent a year. He emphasised that the

express services which would use the passenger trains would not be an open system, and that Red Star would be acting as agent for private operators. "Security is of prime impor-

tance," he added, "and there will be a barrier to couriers who want to just board a train with parcels. Regulations will have to be strictly enforced."

Paul Jackson, of Triangle specialist management consultants to the freight and transport industry, said the tunne offered the industry much

"The main advantage of using a train is being able to sort out packages while they are in transit. There are also some congestion problems with iets at various European airports and rail offers an alterna-

The Red Star retail product would be given a great opportunity, but "It is worth remem bering that you have to be as good as your railway partners on the Continent, if the railways got their act together, I believe there would be a real threat to the European parcels industry."

"There is no doubt that this is an exciting time for the industry, but it also could be a difficult one, because the difference between theory and practice is one of the widest in the whole transport system."

Janina Walker

I JOURS SERIOUS vous business taking off to the USA. send IL Fast Class.

EXPRESSfreighter.

The only service to deliver your documents and packages across the USA next business day before 10.30 a.m. And now even on Saturdays by noon.



FEDERAL EXPRESS. THE FASTEST WAY TO MORE OF THE USA.

More and more businesses are realising that to compete in America on equal terms you have to deliver fast.

The USA is our own backyard when it comes to package delivery. After all, it's there that we invented overnight delivery and became a household name.

So with 1,500 stations and 30,000 couriers at your disposal across the USA, it's not surprising that as well as speed we offer coverage and consistent reliability.

Who else in Europe can offer this service?

In a country where service excellence is a way of life, Federal Express helps you compete on equal terms.

To check on availability or to find out more, call us now.

Toll free numbers: UK. 0800 123 800 - Belgium: 078-11 35 55 - France: 05.33.33.55 - Germany: 0130-7573 - Netherlands: 06-0222 333 - Switzerland: 155.37.57 - Italy: 1678-33040

The sophistication of air express comes down to earth. In UPS Euro-Expedited Service. A range of new package and freight services that can connect your business with every single business in thirteen countries across Europe.



New from UPS. The first European ground delivery network as sophisticated as air express.

These new economical ground services offer the flexible billing options you would expect. But they have another unique connection: they share much of the technology of our air express system:

(A system that serves over 180 countries and territories worldwide.)

Every shipment is tracked electronically. Customs officials are alerted and informed in advance. And we take doorto-door responsibility.

By air around the world or by road across Europe the result is the same: predictability. The confidence of knowing your shipments will arrive when we say they will. That's not just predictability. That's UPS predictability.



United Parcel Service

As sure as taking it there yourself.